

MICHIGAN FARM NEWS



October 30, 1994



Vol. 71, No. 18

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"NO" on Proposal A
"YES" on Proposal B
"YES" on Proposal C
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Engler Headlines MFB "Friends of Agriculture"

Endorsements

The Michigan Farm Bureau AgriPac Committee unanimously voted to endorse Gov. John Engler in July as a "Friend of Agriculture" in the governor's campaign bid for a second term. According to MFB Public Affairs Director Al Almy, the endorsement was based on three primary factors, including the governor's support of key ag issues in Michigan.

"First of all, the governor's aggressive support on school finance reform and funding for the MSU Livestock Initiative are just two examples of his support of Michigan's agricultural industry," Almy said. "Secondly, his record of promises made, promises kept during the 1990 campaign is truly unique among public officials. Last but not least, the governor was unanimously recommended by all of the county Farm Bureau candidate evaluation committees."

In preparation for the Nov. 8 general election, *Michigan Farm News* asked Gov. Engler to comment on key issues affecting Michigan in general and agriculture specifically.

Q. What do you consider to be your most significant accomplishment during your first term as governor?

A. Without question, the biggest accomplishment has been the reduction of the tax burden on the citizens of Michigan. We have cut taxes 11 times, including the elimination of the inheritance tax, a historic cut in property taxes and a reduction in the personal income tax to the lowest level since 1975. These cuts created 479,000 new jobs, and have given Michigan the lowest unemployment rate in 20 years.



Q. During your first term as governor, what specifically has been your biggest contribution to Michigan farmers?

A. The passage of historic property tax reforms. We capped assessments and reduced school operating taxes on all agricultural property from an average of 36 mills to just six mills. In addition, my administration has fully funded the \$71 million MSU Livestock Initiative, a research and development investment for the long term growth of Michigan agriculture.

Q. What's the biggest challenge facing Michigan in the next five years?

A. Michigan's biggest challenge over the next five years will be to continue the economic recovery of the past two years. In April and May, Michigan had an unemployment rate of 5.7 percent, the lowest rate in 20 years, and the farthest below the national average ever.

Continued on page 12 see **Engler Headlines MFB....**

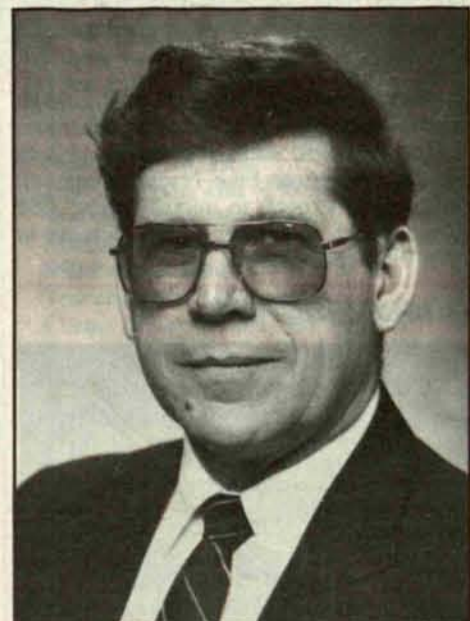
Don Nugent - A Farmer for the MSU Board of Trustees

A cherry farmer who bleeds "MSU Green" wants to keep Michigan State University the premier land grant university in the nation. Don Nugent, a Benzie County cherry producer and food processor, is running for the MSU Board of Trustees as an MFB AgriPac "Friend of Agriculture."

In an exclusive interview with *Michigan Farm News*, Nugent said that as a Trustee, he would strive for excellence in the university, faculty and students. "At the same time, we must make education affordable," he said.

"Education is now a life-long process," Nugent said. "It must be affordable as a student and it must be affordable as a taxpayer. I'm sure it takes creativity to maintain excellence and also keep affordability in education. But that's all right. There's nothing wrong with creativity in education, just like we use in business."

Nugent knows about excellence in business. After graduating from MSU in 1965 with a degree in horticulture, he farmed in partnership with his father until branching off to form Nugent Farms, specializing in growing fruit and asparagus.



He is also founder, general manager and director of Graceland Fruit Cooperative, Inc., and developed the process for dried cherries. Today the rapidly expanding company also dries cranberries, blueberries, strawberries, raspberries and other fruit. Most recently, Gateway Products, Inc., of which he is president, purchased the

former Pet, Inc., pie plant in Frankfort, to process frozen fruit and cream pies.

Nugent was a member of the MFB Board of Directors from 1972 - 1986. He was appointed to the Michigan Agriculture Commission in 1991.

"Michigan agriculture is going to be faced with a lot of challenges in the future, particularly our animal industry, as Michigan becomes more and more populated, whether it be primary or secondary residences," said Nugent. "This encroachment into agricultural lands and agricultural businesses will create challenges in the handling of waste, pesticides and chemicals that MSU is going to have to take real leadership on."

Nugent predicts that the partnerships between MSU and the Michigan Department of Agriculture will need to be intensified to do a better job of communicating with all the residents of Michigan about what agriculture is about and the impact that it has on our state. "We must communicate that farmers are good stewards and that we are environmentally sensitive," he said.

Continued on page 12 see **Nugent Seeks MSU Trustee Seat**

A Publication of Michigan Farm Bureau
P.O. Box 30960, 7373 W. Saginaw Hwy., Lansing, MI 48909

Exercise Your Right to Vote November 8

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Regulatory Compliance Assistance Program – Let it Work for You!

Few areas of a farm operation can be as complex, confusing and just doggone frustrating as dealing with employees. First of all, it's difficult under the best of circumstances just to find and keep qualified workers. Then you have to factor in our obligation to comply with what seems to be a bewildering variety of labor regulations. It's enough to give any farm employer gray hair and ulcers.

The agricultural industry has a reputation -- which is undeserved -- of being unwilling to make a positive effort to follow the labor rules that apply to farms. I've even heard lawmakers claim that farmers don't care about employees and won't make any effort to police themselves.

The result of having this kind of image is that regulators feel justified in imposing a tough, punitive regulatory environment. Lately, the U.S. Department of Labor has stepped up its enforcement actions. Two Michigan farms this fall were fined tens of thousands of dollars for allegedly violating the Migrant and Seasonal Agricultural Worker Protection Act.

I know that farmers have good intentions and want to do the right thing by their employees. But the blizzard of new labor rules and the intimidating paperwork involved makes many farmers want to throw up their hands and say it's just too difficult and expensive to comply with the letter of the law.

Regulators aren't buying that excuse. They are insisting that farmers come into compliance, regardless of how complex and costly.

Luckily, farm employers have access to an outstanding, easy-to-use and reasonably-priced service called the Regulatory Compliance Assistance Program (RCAP). Developed by the Michigan Agricultural Cooperative Marketing Association (with the assistance of Michigan Farm Bureau), this program provides clearly worded, concisely stated, all-in-one-place regulatory information and implementation aids to subscribers. It's a one-stop-shopping source of factual information that tells all you need to know about the farm labor requirements and responsibilities imposed by government.

The program currently has two subscription packages available to members - The RCAP Newsletter Package for \$50 or the RCAP Manual Package for \$200 (each, plus tax). A yearly renewal fee will continue basic package services and manual updates to subscribers. Both packages contain the RCAP Newsletter Service and a Required Poster Pack. The Manual Package has 18 comprehensive topic-related sections covering over 40 rules and regulations.

In today's social and regulatory environment, it is crucial that all farmers fully comply with farm labor rules. First of all, it's the law. Second, these laws protect not just employees but also the rights of employers. Third, we as participants in the state's second largest industry can no longer afford to tolerate the poor public image we get when we violate, however unintentionally, the regulations that apply to our farm operations. I strongly urge you to purchase one of the RCAP packages.

Call RCAP Manager Craig Anderson today at 1-800-782-6432.

Jack Laurie
Jack Laurie, President
 Michigan Farm Bureau

Food Safety Lies Could Prove Costly

Rep. Michelle McManus (R- Traverse City) has introduced legislation to authorize an award of damages for harm caused by a false or a misleading statement of fact relating to a food product. The legislation would make a person conveying false or misleading statements about food products liable for all damages caused by the false statement. The legislation has been referred to the House Committee on Agriculture and Forestry, according to MFB Legislative Counsel Ron Nelson.

Grain Sales to Mexico to Rise

Mexico's grain imports are likely to increase by 40 percent during the 1994-1995 crop cycle, according to a report released by the United Nations Food and Agriculture Organization. The FAO report stated that Mexican imports of U.S. corn will outpace the limit of 2.75 million tons for tariff-free grain imports under the North American Free Trade Agreement. The Mexican news agency Notimex reported that Mexico expects to import almost 3.85 million tons of corn during the 1994-1995 season. One of the causes of the increase in imports is an expected 17 percent drop in Mexico's 1994 corn harvest.

Wallace is Assistant State Conservationist

Barbara Livingston Wallace has been named assistant state conservationist for the Soil Conservation Service in Michigan and will work from the agency's Grand Rapids office.

Wallace will be responsible for the urban conservation focus, volunteer programs and constituency relations of SCS in Michigan. She will be working with conservation groups, other private sector organizations and state and local governments to protect, improve and rehabilitate the environment and make more effective use of limited federal resources.

The Michigan State University graduate served the agency in Connecticut and Washington, D.C., prior to accepting her current assignment. She was senior public relations administrator at Amway Corporation from 1989 to 1991 and executive director of the Mecosta County Area Chamber of Commerce from 1982 to 1988.



In Brief...

MSU to Conduct Right to Farm Survey in November

If you're a Michigan livestock or poultry operator, you could be one of 1,500 operators randomly selected by the Michigan Agricultural Statistics Service, for a survey on your understanding of the Right to Farm Manure Management guidelines, according to MFB Environmentalist/Livestock Specialist Kevin Kirk.

"The survey results will be used to evaluate producer knowledge and understanding of Right to Farm," said Kirk. "Michigan State University's College of Agriculture and Natural Resources will then use the results to tailor educational programs that meet the needs of livestock farmers across Michigan. It's critical that we have a good response rate that truly represents the state's livestock producers."

The survey will be mailed on Nov. 3, followed up by a phone call from Michigan Ag Statistics Service to non-respondents. Responses, although encouraged, are voluntary, and will be kept confidential and used only for this project. **For more information, contact Kirk at 1-800-292-2680, ext. 2024.**

Bin-Buster on the Way

It's no surprise: USDA's October crop report predicts record corn and soybean crops. USDA says corn farmers will shatter the record set in 1992 by harvesting 9.6 billion bushels. Soybean growers, with their expected 2.46 billion bushels, will outpace the 2.26 billion bushels harvested in '79. Get the latest market news and suggestions from MSU's Jim Hilker on page 6.

Record Yields to Keep Lid on Food Prices

This year's expected record corn and soybean crops should help keep the lid on food prices in 1995 and also help contain overall inflation, economists told the *Reuters News Service*. "If food prices keep moderate, that can keep inflation at moderate levels too, given no other outside shocks. Food prices have that kind of weight," said an economist at the U.S. Department of Labor, the agency in charge of tracking inflation.

Not since 1979, has the U.S. produced both a record corn and soybean crop in the same year. The bad news for farmers is that prices for both crops have dropped by as much as 25 percent since the spring as production estimates have risen.

Food prices, however, depend on more than crop prices. Areas such as energy costs, labor costs and other factors must also be considered. While big harvests alone may not lower the costs of most foods, they may keep them from rising faster than the current 2.5 to 3 percent pace of inflation at the retail level.

Apple Growers Want Their Day in Court

Apple growers told a federal appeals panel that the CBS "60 Minutes" segment on Alar caused them severe economic harm and their lawsuit against CBS should be allowed to go to trial. An attorney for CBS, however, told the panel that the suit was already dismissed by a lower court judge, and that the broadcast was protected by constitutional free-speech guarantees.

The hearing was conducted by a three-judge panel of the Ninth U.S. Circuit Court of Appeals. In September of last year, U.S. District Court Judge Fremming Nielsen of Spokane dismissed the lawsuit saying the apple growers had failed to prove the report was false.

According to Scott Jonsson, attorney for the apple growers, Nielsen ignored the show's assertion that Alar posed an imminent, certain risk to children. Images and statements on the program led to a "compelling conclusion of certainty" that children would develop cancer -- a conclusion that led to an "instantaneous response nationwide" in the form of plummeting apple sales, Jonsson said.

The growers' class action lawsuit against CBS is backed up by a Washington State University study that says the telecast cost the apple industry roughly \$130 million in lost sales.

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Minor Use Pesticide Legislation Sidetracked

MFB POSITION

Farm Bureau strongly supported passage of H.R. 967 and was disappointed the Senate did not take action on the bill. The failure of Congress to enact H.R. 967 now means nothing will be done to deal with the issue until 1995. Senator Leahy will be retiring from the Senate at the end of this year.

MFB CONTACT
Al Almy, Ext. 2040

On Oct. 4, the House passed H.R. 967 by a vote of 334-80 to facilitate the registration of so-called minor use pesticides. These are pesticides used on specialty crops such as apples, cherries, asparagus and Christmas trees. The present registration process is very expensive for minor use pesticide manufacturers in relation to the volume of pesticides sold which discourages the manufacturers of registering or re-registering the products.

Unfortunately, the legislation fell victim to Senate politics and was not passed before adjournment. H.R. 967 would have streamlined the registration process for minor use pesticides and increased the likelihood of their continued availability to growers of specialty crops. The bill contained the following provisions:

- An additional three years for exclusive use of all data by minor use registrants.
- Time extensions for developing data to support re-registration of products.
- A six-month deadline for EPA to complete new applications for minor use registrations.
- Temporary extension for re-registration for unsupported minor uses.
- Allowance for the use of data from similar pesticides to support registration of a minor use pesticide.
- Establishment of an EPA minor use program to coordinate and support minor use registrations.
- Expedited review for registration of newer, safer minor use pesticides.

Despite the large margin of support in the House for H.R. 967, the bill ran into problems in the Senate when Sen. Patrick Leahy (D-Vermont), Chairman of the Senate Agriculture Committee, insisted it be amended to include additional recordkeeping requirements for pesticide users. The proposed amendments resulted in senators placing holds on the bill and it was not considered by the Senate before adjournment on Oct. 7.

Health Care Tax Deduction on Hold

MFB POSITION

Farm Bureau strongly favors legislation to give self-employed persons a 100 percent tax deduction for the cost of health insurance premiums.

MFB CONTACT
Al Almy, Ext. 2040

The 103rd Congress adjourned without taking action on the expired 25 percent income tax deduction for health insurance. This provision expired Dec. 31, 1993, and despite repeated efforts to enact an extension through 1994, this proposal died with adjournment.

The special session scheduled for Nov. 29 to Dec. 1 is reserved for action on GATT only, so unless there is a modification of this schedule, the self-employment tax deduction will await next year and the 104th Congress.

There is precedent for a retroactive extension of this provision early next year. In 1992, this provision expired on July 30. In the administration's economic recovery legislation adopted by one-vote margins in both the House and the Senate in early 1993, this provision was retroactively extended from June 30, 1992 through all of calendar 1993.

Disaster Assistance Funding Approved

MFB POSITION

Farm Bureau supports the disaster assistance program.

MFB CONTACT
Al Almy, Ext. 2040

Legislation providing fiscal year 1995 appropriations for USDA has been approved by Congress and signed by President Clinton. The legislation included funding for disaster assistance for 1994 crops, including aquaculture, affected by natural disasters and for 1995-96 orchard crop losses, if the loss was due to freezing conditions between Jan. 1 and March 31, 1994.

Payments to farmers will be made according to the benefit formula contained in the 1990 Farm Bill. The formula requires an uninsured crop to experience a 40 percent loss and an insured crop to experience a 35 percent loss to be eligible for disaster assistance. Assistance for target price commodities will be paid in an amount generally equal to 65 percent of the established price for the crop for any loss exceeding the 35 or 40 percent trigger.

Assistance for non-program crops will be paid in an amount generally equal to 65 percent of the average market price during the preceding five years excluding the high and low years. A major change in the disaster program is that there will be a reduction in benefits for producers who incur less expenses in crop production by not planting or harvesting crops in their fields.

Producers who believe they have suffered crop losses that qualify for disaster assistance should contact their local ASCS office.

Coastal Zone Management Act Reauthorization Amendments

MFB CONTACT

Vicki Pontz, Ext. 2046

Michigan Department of Natural Resources and Michigan Department of Agriculture staff met with staff from the Environmental Protection Agency (EPA) and the National Oceanic and Atmospheric Administration (NOAA) in July for an initial threshold review as proposed under the Coastal Zone Management Act.

Although no formal response has been received from EPA and NOAA on Michigan's existing laws and programs to address nonpoint source pollution, initial feedback indicates that the wetland and marina categories are very well addressed by existing programs and statutory authorities in Michigan. The federal agencies also agreed that Michigan has developed useful manuals for encouraging implementation of best management practices (BMPs) for agriculture, forestry, and urban land uses.

However, in order to satisfy the requirements of Section 6217 of the Coastal Zone Management Act, there must be an enforceable program in place to require implementation of BMP's.

Michigan Farm Bureau continues to work with others in the agricultural community to develop an alternative strategy to address nonpoint source pollution.

The concepts in the alternative strategy would include a program that is "voluntary, incentive driven, and targeted" to specific priority watersheds, and "tailored" to each individual farm, with the producer being involved in identifying problems and indentifying solutions.

Michigan Core Curriculum Content Standards Proposed

MFB POSITION

Michigan Farm Bureau policy calls for the defining of a "core curriculum" of courses which must be required of every pupil plus elective courses to be available to every pupil.

MFB CONTACT

Vicki Pontz, Ext. 2046

Public Act 335 of 1994 requires the State Board of Education to develop administrative rules governing the core academic curriculum, which must be provided by all school districts, beginning in the 1997-98 school year. The core curriculum includes math, science, reading, history, geography, economics, American government, and writing.

The State Board of Education has approved a draft core curriculum for public review. Benchmarks have also been developed for each content standard as indicators of student expectations at various developmental levels.

School districts may supplement the core academic curriculum; therefore Model Core Curriculum Content Standards and benchmarks have also been developed in the following areas: art education; career and employability skills; health education; life management education; physical education; technology; and world languages.

To provide an opportunity for input on the core curriculum content standards and benchmarks, the department will hold three types of meetings including: formal public hearings on the proposed administrative rules; field review sessions in the Core Curriculum Content Standards document; and content reviews to focus on individual subject areas. Formal public hearings on the proposed Core Academic Curriculum Standards have been scheduled as follows:

- | | |
|--|--|
| <p>November 10, 1994
1:30-3:30 p.m. and 6:30-8:30 p.m.
Traverse Bay Area Career-Tech Center
Rooms 127-129
880 Parsons Road
Traverse City, Michigan
Corner of Three Mile and Parsons</p> | <p>November 10, 1994
1:30-3:30 p.m. and 6:30-8:30 p.m.
Don H. Bottom University Center
Lake Ontario Room, Second Floor
Northern Michigan University
Marquette, Michigan
Corner of Kaye and Lee Drive</p> |
| <p>November 16, 1994
1:30-3:30 p.m. and 6:30-8:30 p.m.
Michigan Library and Historical Center
Forum, First Floor
717 West Allegan
Lansing, Michigan
Exit Martin Luther King Blvd. off I-496</p> | <p>November 16, 1994
1:30-3:30 p.m. and 6:30-8:30 p.m.
Kent Intermediate School District
Educational Service Center
Grand Room
2930 Knapp Street, N.E.
Grand Rapids, Michigan
Exit East Beltline off I-96</p> |
| <p>November 17, 1994
1:30-3:30 p.m. and 6:30-8:30 p.m.
Oakland Community College
Royal Oak Campus
Linda Jones-Johnson Theater
Room D-214, Second Floor
739 S. Washington (and Lincoln)
Royal Oak, Michigan
Exit Woodward North of I-696</p> | <p>November 17, 1994
1:30-3:30 p.m. and 6:30-8:30 p.m.
Greater Detroit Chamber of Commerce
Presentation Center
600 W. Lafayette
Detroit, Michigan
Exit Howard off Lodge Freeway</p> |

30-Day Outlook - Above Average Temps. and Precip.

Weather

Michigan weather during early October averaged mostly milder and drier than normal, continuing a trend that started back in early September. This weather scenario greatly favored drydown and harvest of most summer crops.

Frost and freezing temperatures brought an end to the growing season in many spots early in the month, which is very close to or slightly after the long term climatological first fall freeze normals. By mid-October, base 50F growing degree day totals for the 1994 seasons (since April 1) ranged from below normal in the upper and central lower peninsulas to above normal in southern lower Michigan.

The 30-day National Weather Service outlook for mid-October through mid-November is somewhat unfavorable, calling for temperatures and precipitation to average near to above normal.

As has been noted in the past, however, continuity in the computer model guidance recently used in the creation of this outlook has been very weak, so confidence in the outlook is considered lower than average. Normal maximum temperatures in early

Michigan and Major Commodity Area Extended Weather Outlook

T - Temp.	10/30... 11/15	10/30.....12/31
P - Precip.	T.....P	T.....P
Michigan	A.....A	B.....A
W. Corn Belt	N.....N	N.....N
E. Corn Belt	A.....A	N.....A/N
Wint. Wheat Belt	N.....N	B.....N
Spr. Wheat Belt	A.....N	N.....N
Pac. NW Wheat	A.....B	A.....B
Delta	N.....A	B.....N
Southeast	N.....A	N.....N
San Joaquin	N.....N	A.....N

A-Above Average, B-Below Average, N-Normal, MA-Much Above, MB-Much Below, NP-No Precip. Source: National Weather Office

Michigan Corn and Soybean Yields Near Historical Levels

Corn and soybeans benefitted from the generally warm and drier conditions during September as yields are up slightly from last month, according to the Michigan Agricultural Statistics Service. Development of most crops is near or ahead of the five year average.

Statewide, corn yield is forecast at 112 bushels per acre, two bushels above last year, and up six bushels from the Sept. 1 estimate. This would be the highest corn yield since the record 115 bushels per acre set in 1990. Total production, at 240.8 million bushels, is up 2 percent from the previous year.

9/16/94 to 10/15/94	Temperature		Growing Degree Days		Precipitation	
	Observed Mean	Dev. From Normal	Actual Accum.	Normal Accum.	Actual (inch.)	Normal (inch.)
Alpena	55.1	+ 2.6	2174	2111	1.15	3.12
Bad Axe	56.1	- 0.3	2275	2557	2.88	2.77
Detroit	59.7	+ 1.9	3151	2788	1.95	2.55
Escanaba	53.9	+ 1.5	1823	1668	1.96	3.07
Flint	57.0	+ 1.0	2582	2788	3.31	2.55
Grand Rapids	57.3	+ 1.5	2707	2843	2.34	3.44
Houghton	53.4	+ 3.0	1778	1910	2.06	2.94
Houghton Lake	56.6	+ 3.4	2390	2111	1.16	3.12
Jackson	56.5	- 1.5	2661	2764	2.11	2.95
Lansing	56.7	+ 0.6	2608	2764	1.91	2.95
Marquette	53.0	+ 4.4	1826	1910	2.53	2.94
Muskegon	57.5	+ 1.2	2440	2429	2.72	3.21
Pellston	54.5	+ 3.5	2059	2190	1.67	3.38
Saginaw	58.0	+ 1.4	2635	2557	2.52	2.77
Sault Ste. Marie	52.5	+ 2.3	1593	1668	1.49	3.07
South Bend	60.1	+ 1.8	3066	2843	4.15	3.44
Traverse City	56.8	+ 1.2	2361	2190	1.12	3.38
Vestaburg	54.9	- 1.3	2364	2506	2.09	3.11

Observed and growing degree day totals are accumulated from April 1. Normals are based on district averages. Jeff Andresen, Ag Meteorologist, MSU

November range from the mid to upper 40s in the Upper Peninsula to the upper 40s/low 50s in northern lower Michigan to the mid to upper 50s in the extreme south. Normal minima range from the low 30s north to the upper 30s south.

Michigan Fruit Harvest Progressing Quickly

The Oct. 1 grape production forecast, according to the Michigan Agricultural Statistics Service, was 63,000 tons, up 15 percent from 1993. This would be the largest output since the 67,500 tons of 1978. Hot, dry weather in June provided perfect pollination conditions for Concord.

The warm, sunny conditions in September were ideal for ripening. The harvest of Concord was half done Oct. 1. The brix content for Niagaras and Concord was excellent. The grape crop in Pennsylvania was set at 70,000 tons, up 30 percent from 1993. New York production was placed at 185,000 tons, a 57 percent leap from a year ago.

The apple crop forecast for Michigan was 930 million pounds, 9 percent below 1993 output. Harvest progress was ahead of normal.

yield since 1986. This puts production at 3.96 million cwt., 35 percent less than last year.

As harvest gets underway, the sugarbeet yield dropped a half ton from last month, to 15.5 tons per acre. Total tonnage is forecast at nearly 2.90 million tons, 9 percent below a year ago.

The alfalfa hay yield of 3.9 tons per acre is down .3 tons from the record 4.2 tons set in 1993. All yield and production forecasts are based on conditions as of Oct. 1.

Warm weather in mid-to-late September brought the crop to maturity much sooner than the cool August had led growers to expect. The Jonathan harvest was near completion and the Empire and Rome harvest were gearing up. Some Golden Delicious matured so rapidly that they became soft controlled before they could be picked. Many growers were waiting on Red Delicious to color more.

The volume of Northern Spys, the premier frozen slice variety, was down because of bud damage from last winter's bitter cold. Winter damage was most prevalent in the northwest.

Hail damage in southwest and west central Michigan sent many bins that would normally have gone to fresh apple shippers to juicers. Blocks that escaped the hail have produced excellent quality fruit.



Serving Michigan Farm Families is Our Only Business

Since its beginning in 1971, Michigan Farm Radio Network's only objective has been to serve Michigan's farm families. This dedication to serve agriculture is shared by 29 local radio stations in Michigan. Through these stations, Michigan Farm Radio Network provides the latest in market analysis, weather and news to Farm Bureau members daily on the following stations:

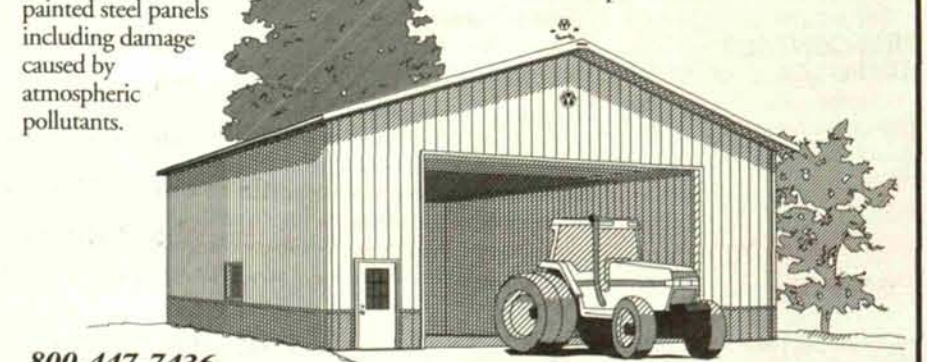
Station	City	Frequency	Morning Farm	Noon Farm
WABJ	Adrian	1490	5:45 am	11:50 am
WATZ	Alpena	1450	5:30 am	11:30 am
WTKA	Ann Arbor	1050	6:05 am	12:05 pm
WLEW	Bad Axe	1340	6:30 am	12:50 pm
WHFB	Benton Harbor			12:30 pm
WKYO	Caro	1360	6:15 am	12:15 pm
WKJF	Cadillac	1370	5:55 am	11:20 am
WTVB	Coldwater	1590	5:45 am	12:20 pm
WDOW	Dowagiac	1440	6:05 am	12:15 pm
WGHN	Grand Haven	1370/92.1	5:45 am	12:15 pm
WPLB	Greenville	1380	6:15 am	11:45am
WBCH	Hastings	1220	6:15 am	12:30 pm
WCSR	Hillsdale	1340	6:45 am	12:45 pm
WHTC	Holland	1450		12:15 pm
WKZO	Kalamazoo	590	5:15 am	
WLSP	Lapeer	1530	7:20 am	11:50 am
WOAP	Owosso	1080	6:15 am	12:30 pm
WHAK	Rogers City	960		12:15 pm
WSJ	St. Johns	1580	6:15 am	12:15 pm
WMLM	St. Louis	1540	6:05 am	12:20 pm
WSGW	Saginaw	790	5:55 am	12:20 pm
WMIC	Sandusky	660	6:15 am	12:45 pm
WCSY	South Haven	940		12:15 pm
WKJC	Tawas City	104.7		12:45 pm
WLKM	Three Rivers	1510/95.9	6:15 am	12:15 pm
WTCM	Traverse City	580	5:55 am	11:20 am

* Station signs on at different times during the year. Morning farm times change with the sign-on times.
 ** Station airs various farm reports between 5:30 and 6:00 a.m.
 *** Station airs various farm reports between 12:00 and 1:00 p.m.

Some stations carry additional market reports throughout the market day.

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WMU Soy Ink Research Results Good News for Producers

5

In a recent study conducted by Western Michigan University, funded by Michigan soybean growers through their soybean checkoff investment, researchers found that pure soy ink has desirable qualities related to papers printed with soy ink, aged then recycled.

According to the final report given by WMU project's principle investigator, Jean Rosinski, the intent of this study was to:

- Evaluate and characterize two separate soy ink formulations (one was a 60 percent soy oil content ink formulation, the other a 100 percent soy oil content ink).
- Analyze the waste generated in the recycling process from these two inks.
- Evaluate the aging process on the recycling process with regard to soy oil content of the inks.

Results of the study prove positive for the environment and soybean growers. Test results

indicate that soy content does not affect deinking ability over the aging period and that there were fewer ink particles remaining in the 100 percent deinked pulp over the six month aging period, indicating an increase in soy oil content does not affect the effectiveness of the deinking process.

There was also no significant yield loss in either soy formulation over the six month aging time frame. Research revealed an increase in the Biochemical Oxygen Demand (BOD) over the six month aging period which means that the organisms were able to break down the wastes. The fact that it did increase the BOD level suggests that more research needs to be done on the use of increased levels of soy oil in the inks.

One other key finding of the research indicates that the aqueous waste generated in the deinking and recycling process is not classified as a hazardous waste under the Resource Conservation and Recovery Act. This fact alone could prove very beneficial to recyclers as they dispose of the waste materials.

"All-in-all, the Michigan Soybean Promotion Committee is pleased with the results of this study, and looks forward to continued research on soy ink and its effects on the environment," said Executive Director Keith Reinhold.



You could be reading more of what many Michigan farmers are growing, thanks to the positive results of a research project at Western Michigan University. More and more printing presses, such as the one pictured above, are regularly applying soy ink to newspapers and magazines.

GATT Vote Scheduled After the General Election

Before going home Oct. 7, the House and Senate agreed to a lame duck session to vote on passage of a bill to implement GATT. The delay was caused by concerns of Congressmen about voting on GATT before the election.

The House will return on Nov. 29 and the Senate on Dec. 1 to vote. The vote will occur under so-called "fast track," which means the implementing bill cannot be amended, according to MFB Public Affairs Director Al Almy.

"The Administration has given written assurance to agriculture regarding several initial concerns expressed during development of the implementing legislation," Almy said. "Farm Bureau supports the GATT bill with the written assurances from the Administration and has asked Michigan congressmen to support ratification."

Those assurances include:

- Redirecting the export enhancement program and the dairy export incentive program toward market expansion and promotion at the maximum allowable levels under GATT. Currently, these programs are targeted to combat subsidized exports from other countries.

- Provide additional funding of \$600 million for GATT - legal export promotion activities for a wide range of commodities including dairy, oilseed products, and high-value commodity products such as fruits and vegetables.

- Reauthorize and extend the Conservation Reserve Program, in discretionary spending on USDA agricultural programs at or above the 1995 level in the 1996 and 1997 budget requests to Congress.

The new GATT will establish new trade disciplines for the 121 participating nations when it takes effect in 1995 and represents some important gains for U.S. farmers. The gains include:

- The European Union's (EU) push toward higher export subsidies will be reversed. The EU will be required to cut the level of subsidized exports 21 percent in volume and 36 percent in budgetary outlays. As a result, the EU will no longer be allowed to spend the U.S. equivalent of \$12 billion annually on farm export subsidies.

- Market opportunities for all U.S. farm products will be expanded throughout Asia.

- Foreign countries will no longer be allowed to use arbitrary health and sanitary measures to erect trade barriers.

- Stronger enforcement measures against foreign unfair trade practices.

- Does not weaken U.S. sovereignty under the new World Trade Organization that will replace the GATT.



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6

CORN

What does a 9.6 BILLION bushel U.S. corn crop mean? That is what the USDA estimated we will harvest this fall in their October Crop Report released Oct. 12. This 1994 corn crop will be both a record for number of total bushels and for bushels per acre. The country is expected to average 133.8 bushels per acre, wiping out the 1992 record of 131.4, which wiped out the previous high of 119.8 bushels per acre grown in 1987.

Iowa is expected to average 150 bushels per acre and Illinois is expected to average 147. Michigan is expected to average 112 bushels per acre, three bushels below its record, but up six bushels from last month's estimate. While 112 bushels per acre is about the expected yield for Michigan, it does not mean that everyone in Michigan is having average yields. This average 1994 yield is made up of some very poor yields, along with some very good yields.

While total supply is huge, as shown in Table 1 below, we are far from the situation we saw in the mid 1980s. Total supply is slightly lower than two years ago. And, total supply is considerably below the 12 billion bushels we had in 1986-87 and 1987-88. On the demand side, it appears we will have a high use year. While part of that is due to low prices, there are some other positive factors. Animal numbers are at very high levels and expected to stay there at least through this marketing year and probably longer.

This gets us to expected ending stocks. The most recent estimate is 1,822 million bushels, over twice last year's amount. This puts the stocks-to-use ratio at 21.1 percent, which means an annual average price in the \$2-\$2.15 range. While these aren't good, it

CATTLE

We should start to see less cattle coming into the market. But, as of mid-October, we were still seeing over 4 percent more and at weights that added several more percent to total production. The October Cattle-on-Feed Report, should give us a better indication of when year-to-year production will slow up. Check it out, we will review it in the next issue.

Seasonal Commodity Price Trends

Corn	? BT
Soybeans	? BT
Wheat	? TP
Hogs	→
Cattle	→ ↑

Index: ↑ = Higher Prices; ↓ = Lower Prices; TP= Topping; BT= Bottoming; ? = Unsure

is an indication along with some other signs that the market will pay on-farm storage.

The basis continues to be wide and the futures markets show considerable carry. This is an indication that on-farm storage will pay and you should pencil through whether commercial storage will pay for your location. Use the government loan if you need cash now.

While I feel we are near the bottom, if you need downside protection, consider buying a put option. If the numbers indicate commercial storage will not pay for you, the decision is much harder. If you want to stay in the market, you could buy futures, buy a call option, or use a minimum price contract, but all of these need the futures to go up in order to pay off. I expect most of the price appreciation to come from basis narrowing versus futures price increases, at least until next spring.

There is not much pricing advice to give. The market can not handle over-ready cattle, so keep current. However, the market should be inching up, so don't send them early. I expect the market to reach at least \$69 per cwt. sometime in November. One might consider being ready to hit prices at that level or higher quickly, if it fits into your plans.

Dr. Jim Hilker, Dept. of Agricultural Economics, MSU

WHEAT

The wheat supply/demand numbers, shown below in Table 2, show a relatively tight stock situation, and this has been reflected in the prices. The world stocks situation is also quite tight. However, at this point, stocks are adequate.

If the situation stays as we now see it, we may be topping. But there is considerable room to move in either direction. If the supply situation becomes any tighter, we could see much higher prices. However, if supply stays where we expect it and demand falters, prices could drop off sharply.

The wheat basis is quite wide. If you feel the market is topping and you still have

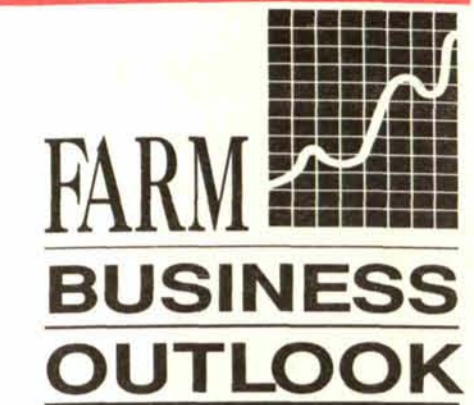
SOYBEANS

Talk about records. The U.S. will produce more soybeans than ever this year at 2.458 billion bushels. And talk about breaking yield records. Yields are expected to average 40.5 bushels per acre for the country, only three years ago, we thought a 34.2 bushel per acre crop was large. And I thought the 1992 record of 37.6 would stand for more than two years. Iowa is expected to average 51 bushels per acre.

Michigan is expected to average 36 bushels per acre. This is up from last month's estimate of 35, but below the high of 38, which we have reached three times. Again, this average, while decent for the state as a whole, does not mean everyone achieved their average yield.

HOGS

The hogs just keep on coming. The last Hogs and Pigs Report indicated that 4-5 percent more hogs would be coming into the market this fall than last year. And we have been seeing 5-6 percent more. This is an indication the report was correct, and there is little reason to believe they won't keep coming at levels the report indicated. With prices around \$30, this is not a good scenario.



unpriced wheat in on-farm storage, consider hedging it. If you want to stay in the market, consider buying a put option to give yourself some downside protection. If you have wheat stored commercially, check the basis narrowing potential against your storage costs. If it still appears it will pay to store, consider the above advice. If not, consider selling your wheat and replacing it with a call option or using a minimum price contract. Watch for next year's pricing opportunities.

As we study the supply/demand numbers below in Table 3, it is easy to see stocks will be burdensome, even with the high use estimates. Crushings will be high with the continued strong oil demand and large livestock numbers. And exports are expected to grow due to low prices and expected average South American crops. But that is still a wild card.

The pricing advice for soybeans is the same as for corn, the basis is wide and it appears prices are bottoming out. Again, I expect most of the price gains to come from basis appreciation versus the futures, unless South America has trouble or the U.S. crop has problem next summer.

Packer margins are the best in over seven years. Producers who are vertically integrated are doing fairly well with the implied value of their hogs at near \$40. But there are very few hog producers in this situation. While the high packer returns mean they could afford to pay higher prices, there is little reason for them to change their ways given the large numbers. But it would be nice if more of this was passed on to consumers to try and stimulate demand.

Table 1
Supply/Demand Balance Sheet For CORN

	USDA Proj.	USDA Proj.	Hilker Proj.
	1992-93	93-94	94-95
Corn Acreage (Million Acres)			
Acres Set-Aside and Diverted	5.3	10.5	?
Acres Planted	79.3	73.3	78.8
Acres Harvested	72.2	63.0	71.8
Bu./A. Harvested	131.4	100.7	133.8
Stocks (Million Bushels)			
Beg. Stocks	1100	2113	850
Production	9482	6344	9602
Imports	7	21	5
Total Supply	10,589	8,478	10,457
Use:			
Feed	5301	4715	5350
Food/Seed	1511	1588	1660
Total Domestic	6813	6303	7010
Exports	1663	1325	1625
Total Use	8476	7628	8635
Ending Stocks	2113	850	1822
Ending Stocks Percent of Use	24.9%	11.1%	21.1%
Regular Loan Rate	\$1.72	\$1.72	\$1.8
U.S. Season Average			
Farm Price, \$/Bu.	\$2.07	\$2.50	\$2.10

Source: USDA & Hilker

Table 2
Supply/Demand Balance Sheet For WHEAT

	USDA Proj.	USDA Proj.	Hilker Proj.
	1992-93	93-94	94-95
Wheat Acreage (Million Acres)			
Acres Set-Aside and Diverted	3.5	0.5	?
Acres Planted	72.3	72.2	70.5
Acres Harvested	62.4	62.7	61.7
Bu./A. Harvested	39.4	38.3	37.6
Stocks (Million Bushels)			
Beg. Stocks	472	529	570
Production	2459	2402	2320
Imports	70	109	80
Total Supply	3001	3040	2970
Use:			
Food	829	869	885
Seed	98	95	97
Feed	191	278	225
Total Domestic	1118	1242	1207
Exports	1354	1228	1250
Total Use	2472	2470	2457
Ending Stocks	529	570	513
Ending Stocks Percent of Use	21.4%	23.1%	20.9%
Regular Loan Rate	\$2.21	\$2.45	\$2.58
U.S. Season Average			
Farm Price, \$/Bu.	\$3.24	\$3.26	\$3.45

Source: USDA & Hilker

Table 3
Supply/Demand Balance Sheet For SOYBEANS

	USDA Proj.	USDA Proj.	Hilker Proj.
	1992-93	93-94	94-95
Soybean Acreage (Million Acres)			
Acres Planted	59.1	60.1	61.8
Acres Harvested	58.2	57.3	60.7
Bu./Harvested Acre	37.6	32.6	40.5
Stocks (Million Bushels)			
Beg. Stocks	278	292	209
Production	2188	1869	2458
Imports	2	6	5
Total Supply	2468	2167	2672
Use:			
Crushings	1279	1272	1350
Exports	770	593	740
Seed, Feed and Residuals	127	93	117
Total Use	2176	1958	2207
Ending Stocks	292	209	465
Ending Stocks Percent of Use	13.4%	10.7%	17.6%
Regular Loan Rate	\$5.02	\$5.02	\$4.92
U.S. Season Average			
Farm Price, \$/Bu.	\$5.50	\$6.40	\$4.95

Source: USDA & Hilker

7 AMAP Helping to Plan for Now and the Future

With the changes sweeping the world in general and agriculture in particular, producers need to look at their own operation and ask themselves: "Where will my farm business be in five years? Ten years? Twenty years? Will I expand? Specialize? Turn it over to the next generation?"

Considering the future direction of your farm business is important. With some thought, and the use of the right management tools, producers can guide their business toward its full potential.

That is where the Agriculture Management Advancement Project (AMAP) can help. This management education program is offered again this year through Michigan State University Extension, and has expanded to include field crop producers and cattle feeders in addition to dairy and swine producers.

AMAP helps producers create a vision for their business, positioning it to meet the changes and challenges sure to arise. An AMAP workshop acquaints managers with basic management skills in a classroom type setting. Reviewing case studies and using their own business as "homework," participants develop a plan for their business' success.

Written as a cooperative effort by several MSU departments and field staff, the AMAP workshop encourages a close interaction between the workshop experts and the participants, and strongly recommends all members of the farm business and their spouses to attend.

It all starts with the Introductory Workshop --

In the Introductory Workshop, producers develop their own business plan. This business plan has four main components:

- 1) the business **mission**,
- 2) **long-term goals** to accomplish the mission,
- 3) **short-term goals** that achieve the long-term goals, and
- 4) **tactics** that reach the short-term goals. These are illustrated by a pyramid with the mission at the base, followed by long-term goals, short-term goals and tactics on the uppermost level.

Mission

The participants begin the workshop defining and learning about management. They also write their own definitions of management, and do an exercise that helps them visualize the areas of management they are most effective — plan-

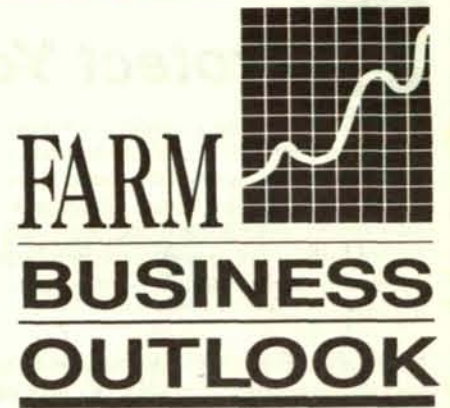
ning, controlling, staffing, directing, and organizing.

In doing strategic planning, the state's competitive business environment is reviewed. Comparisons are made that allow for identifying Michigan's strengths and potential problems. The development of the mission statement is dependent upon individual, family, and business values and circumstances. The participants end the mission portion of the workshop having written their own mission statement. The mission statement is the vision for the business.

They also complete homework exercises, including completing the Myers-Briggs Personality Inventory, the rating of critical success factors for their business, and discussing and rewriting their mission statements.

Long-Term Goals:

The participants come to the second phase of the workshop and discuss their revised mission statements. Their Myers-Briggs Personality Inventory is scored and observations are made on how their personality might influence decision making and relating to people. They discuss the use of the critical success factors in developing their long-term goals.



The use of the acronym DRIVE (directional, reasonable, inspiring, visible, and eventual) is introduced in assessing long-term goals. Participants develop their own long-term goals for their farm business, and learn how to handle conflicting goals.

Short-Term Goals:

Based upon the long-term goals they've developed, they learn how to develop short-term goals to accomplish the long-term goals. The acronym SMART (specific, measurable, attainable, rewarding, and timed) helps in the development of these goals.

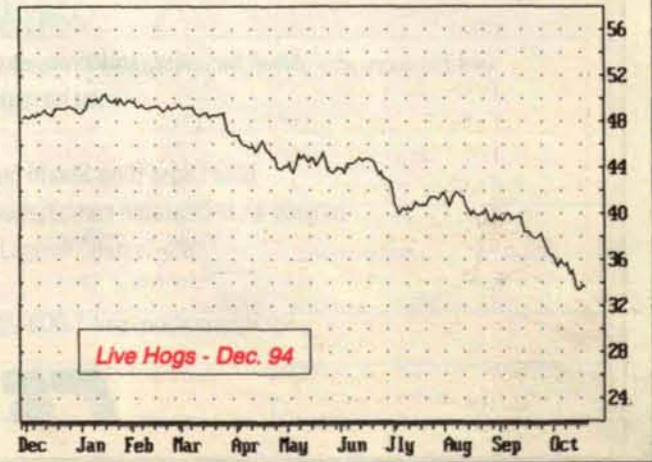
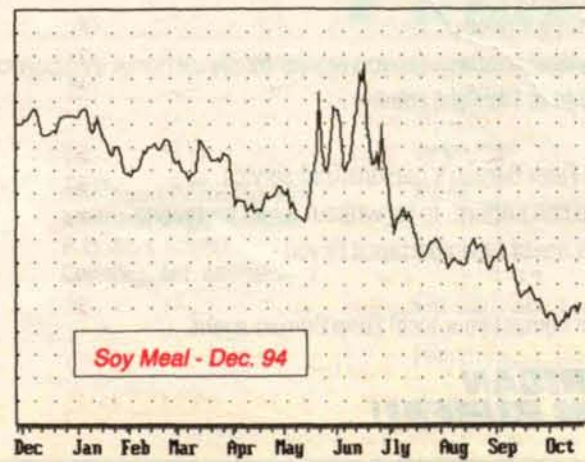
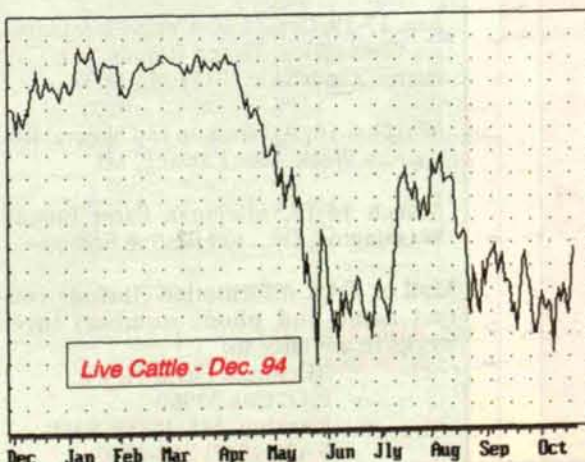
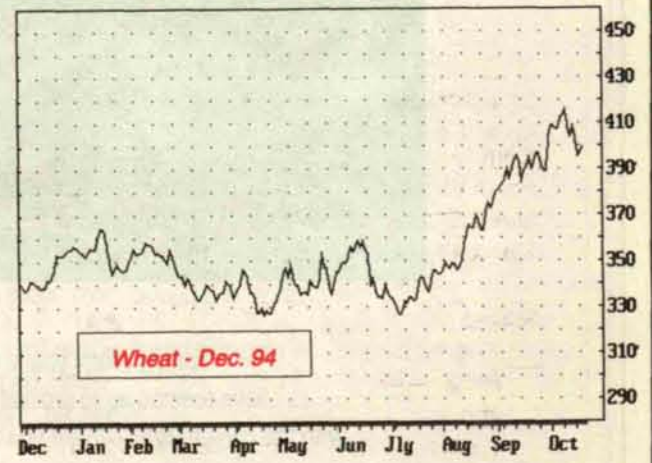
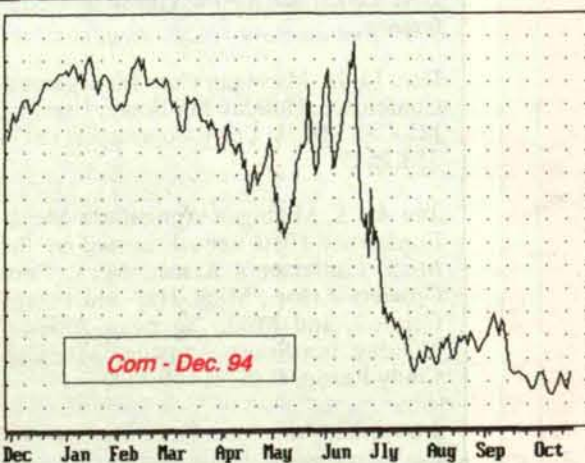
continued page 11 see
AMAP Helping to Plan...

Table 1.
Scheduled AMAP Introductory Workshops*

Type of Farm	Dates*	Coordinating Agent	Type of Farm	Dates*	Coordinating Agent
East Central Region			Southeast Region (continued)		
Cattle Feeders	Dec. 1, 8, & 15	Fred Hinkley - Sanilac County 37 Austin St. Sandusky, MI 48471-1298 Phone: (313) 268-2515	Field Crops	(February, dates to be set)	Ned Birkey - Monroe County 963 S. Raisinville Rd. Monroe, MI 48161-9740 Phone: (313) 243-7113
Dairy	Jan. 17, 24, & 31	Joe Shaltry - Saginaw County 705 Adams St. Saginaw, MI 48602-2192 Phone: (517) 799-2233	Field Crops	March 10, 17, & 24	Rich Hodupp - St. Clair County 108 McMorran Blvd. Port Huron, MI 48060-4061 Phone: (810) 985-7169
Field Crops	Jan. 26 Feb. 2 & 9	Steve Poindexter - Saginaw County 705 Adams St. Saginaw, MI 48602-2192 Phone: (517) 799-2233	Southwest Region		
Field Crops	Jan. 27 Feb. 3 & 10	Jim LeCureux - Huron County County Building, Room 104 250 East Huron Ave. Bad Axe, MI 48413-1397 Phone: (517) 269-9949	Dairy and Swine	Jan. 5, 12, & 19	Stan Moore - Eaton County 551 Courthouse Dr., Suite One Charlotte, MI 48813-1047 Phone: (517) 543-2310
Dairy and Swine	Feb. 14, 21, & 28	Dan Flossman - Gratiot County 204 S. Main Ithaca, MI 48847-1465 Phone: (517) 875-5233	Dairy and Field Crops	Jan. 6, 13, & 20	Ron Green - Hillsdale County 20 Care Dr. Hillsdale, MI 49242 Phone: (517) 439-9301
Southeast Region			Swine	Feb. 16, 23, & March 2	Ron Hayden - Van Buren County 801 Hazan St., Suite A Paw Paw, MI 49079-1075 Phone: (616) 657-7745
Dairy	Dec. 2, 9, & 16	Lisa Townson - Lenawee County 1040 S. Winter St., Suite 2020 Adrian, MI 49221-3867 Phone: (517) 264-5300	West Central Region		
			Dairy	Jan. 31, Feb. 7 & 14	Ira Krupp - Ottawa County 333 Clinton St. Grand Haven, MI 49417-1492 Phone: (616) 846-8250

* Depending upon interest, other workshops may be scheduled. Check with your local Extension agent for workshops near you.

* In some cases, the dates may need to be rescheduled.



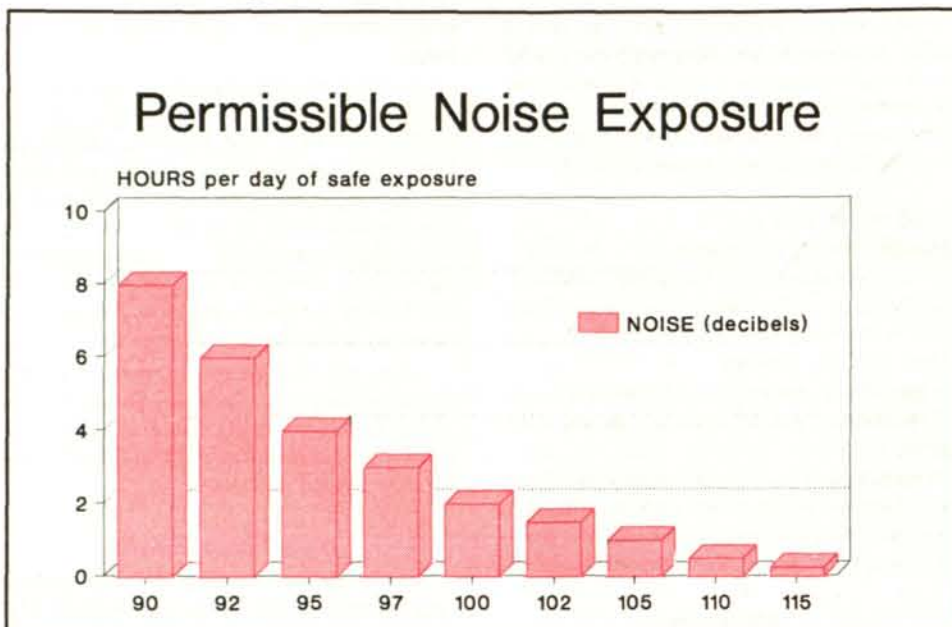
8 Protect Your Hearing on the Farm

Do you have a dull, ringing sensation in your ears after a long day on the tractor? It could be an indication of too much noise for you to comfortably tolerate. Overnight rest may restore your normal hearing – but repeated, prolonged exposure to such intense noise will likely result in permanent hearing loss.

Noise at a level of 85 decibels or below, says the National Institute for Occupational Safety and Health, does not threaten the hearing of most individuals, regardless of the length of exposure. And research shows that the noise level inside an acoustically insulated tractor cab performing typical field operations is about 85 decibels. But take off the cab, or let corrosion deteriorate the exhaust system, and the same tractor will produce 100 decibels. Those 15 extra decibels limit safe operation to two hours before hearing damage becomes a threat.

If it is not possible to keep tractor or equipment noise below the 85-decibel level, ear plugs or ear muffs become necessary.

Ear muffs and disposable ear plugs carry ratings that indicates the number of decibels by which they reduce noise. Ear plugs



have a rating ranging from 26 to 31; ear muffs usually have a rating of 23 or more. The operator of a tractor producing 100 decibels of noise could reduce his or her noise level exposure to a safe level of less than 80 decibels using such protection.

Noise-induced hearing loss does not discriminate by age; it can affect teenagers as well as grandparents. The loss isn't likely to be reversible, but you can protect the hearing you have left by consistently using



ear plugs or ear muffs while working around noisy equipment.

Here are recommendations for dealing with potentially damaging noise:

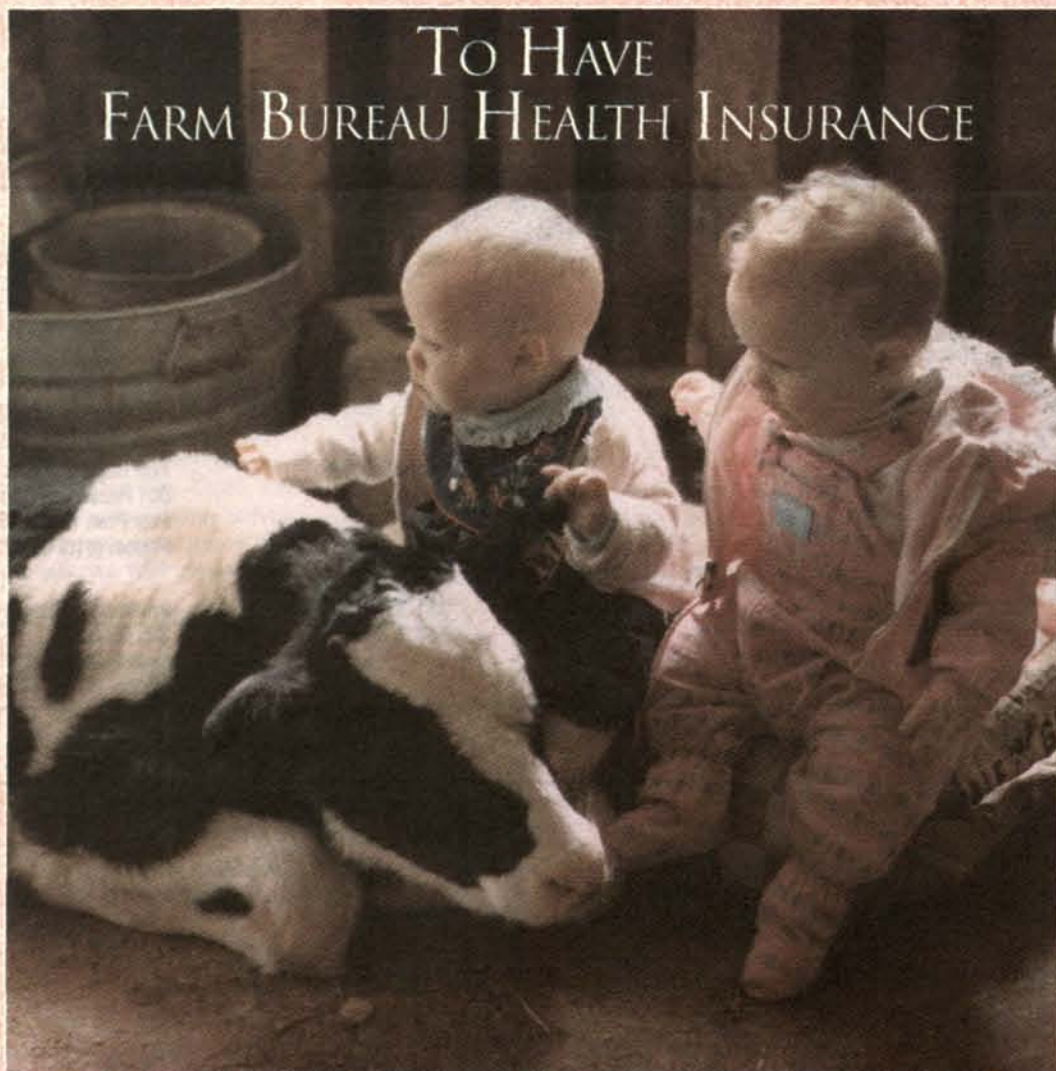
- Block noise to protect your hearing. You can do so by keeping equipment well lubricated, properly adjusted, and maintained. Proper maintenance will also lengthen the life of your equipment, reduce down time, and create safer working conditions.

- Limit your exposure to noise. The risk of hearing damage increases with the amount of time you spend in a noisy area. If you can't reduce your exposure, wear rated ear muffs or ear plugs. Cotton is not an effective ear plug material.

- In the shop, keep distance between you and noisy equipment. Locate noisy equipment as far away from the work area as possible. Doubling the distance from the source of noise reduces the sound level by a quarter. An acoustic barrier made from fire-resistant material can also help reduce the noise level in a shop.

- When purchasing new equipment, consider the noise output level of the machine. The additional cost of a tractor with a cab may be outweighed by the increased benefits of reduced noise and operator comfort.

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MICHIGAN FARM BUREAU

Calendar of Events

Nov. 1-3, MFB Policy Development Committee, Lansing, MI.

Nov. 9-10, 1994 Michigan Rural Health Conference, McGuire's Resort, Cadillac, Mich. Call (517) 336-1066 for more information and registration details.

Nov. 28 – Dec. 1, MFB Annual Meeting, Westin Hotel, Detroit.

Dec. 3, Michigan Crop Improvement Association Annual Meeting, Valley Plaza, Midland, MI. Call MCIA at (517) 355-7438.

Dec. 14-15, MFB New President's Conference.

Dec. 14-15, Michigan Crop Management Conference, Holiday Inn-South, Lansing, MI. Call MSU's Larry Copeland at (517) 353-9545.

Jan 4 - 5, Michigan Agriculture Mega-Conference (first annual, hosted by the Mich. Cattlemen's Assoc., Mich. Corn Growers Assoc., Mich. Hay and Forage Council, and Mich. Soybean Assoc.), Holiday Inn-South Lansing, MI. Call Cindy Reisig, at (517) 669-8589.

Jan. 8-12, American Farm Bureau Annual Meeting, St. Louis, Mo.

Jan. 17-19, Great Lakes Vegetable Growers Convention, Grand Rapids, MI. Call Bernie Zandstra at (517) 353-6637.

March 6-10, Agriculture and Natural Resources Week, East Lansing, MI.

March 14-17, Michigan Farm Bureau Washington, D.C. Legislative Seminar.

Mail or FAX information (include contact name and phone number) three weeks in advance to:

Michigan Farm News
P.O. Box 30960
Lansing, MI 48909-8460
FAX: (517) 323-6793

Is a Soybean Processing Plant in Michigan's Future?

Chicago-based Cushman and Wakefield, a real estate service company, says yes. They're seeking an investor to build a \$35 million processing plant in Webberville.

Michigan crop and livestock producers could get a nice Christmas present this year, if all goes as planned for a proposed soybean processing plant in Webberville. A decision is expected by year-end on the plant which would process 22 million bushels of soybeans annually - roughly 40 percent of the state's production, according to Bart Woloson, director of financial services for Cushman and Wakefield.

Woloson's company and the Ingham County Department of Development have been working closely for the past eight months, conducting market research and feasibility studies. Woloson says that Webberville has some obvious advantages over other Michigan locations.

"Webberville has an excellent business park that's already set up with all the necessary infrastructures, and has a couple of major agribusiness companies at the site," Woloson said. "It's also located in the approximate center of the state's soybean growing territory. It's the one site that could best serve the whole state of Michigan."

Woloson said that Webberville's location on the I-96 interstate system, CSX Railroad access, and readily available source of high-pressure gas from Consumers Power were all big bonuses for a processing facility that requires good transportation and access to raw product. The Countrymark Cooperative Terminal and the Anderson Fertilizer facility are also located at the same site.

Ingham County Director of Development, Ed Grobe, says the Webberville site would be suitable for a number of agricultural enterprises, including a food distribution center and processing facilities. He believes that location and local government commitment to funding infrastructural needs, will pay-off in the long run.

"For the last 10 years, we've been building roads, getting water and sewer, and gas and all of the other necessities in the industrial park," Grobe explained. "Between the local development authority and state grants, we've got nearly \$128 million in long term bonding committed to this industrial park."

Grobe expects the \$35 million plant will add another 100 jobs to the local economy, in addition to providing another market outlet for soybeans, which could mean a better price for farmers raising them, and a lower price for the livestock producers buying soy meal. According to Woloson, the recent commitment by the state legislature to fully fund the \$71 million livestock initiative made the idea of a soybean processing plant all the more attractive, since more livestock means more demand for soybean meal in livestock feed.

"The thrust of that legislation is to encourage more animal production, particularly hogs and poultry, which directly affects the intake of soybean meal in the state," Woloson said. "This

plant could help eliminate the associated transportation of the beans going out of the state and the soybean meal coming back into the state."

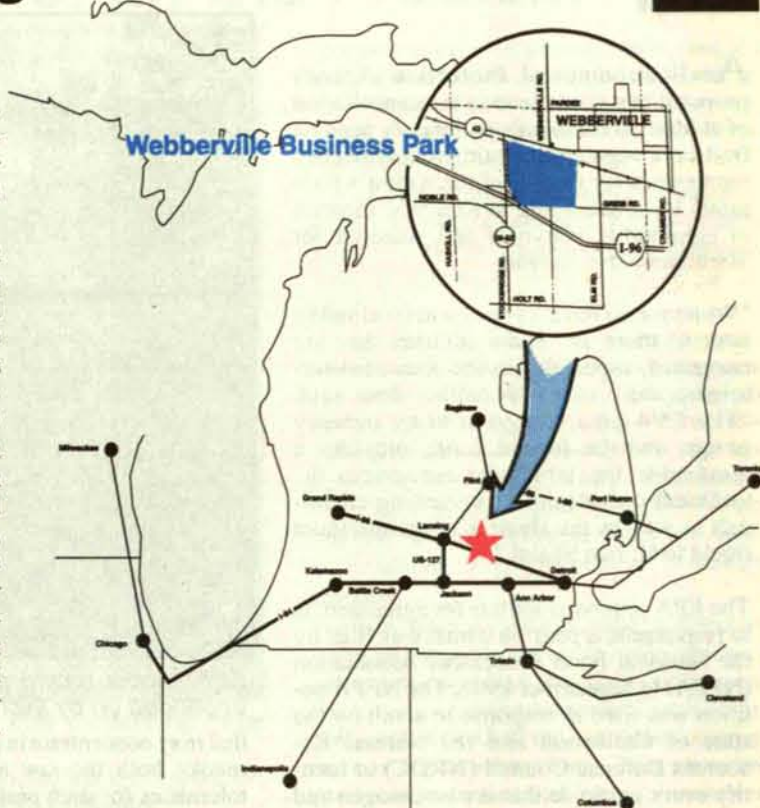
Michigan State University Ag Economist John Ferris agrees, saying the idea of a Michigan-based soybean processing plant has been discussed over the last 10 years; however, the restriction has always been to find markets for the soy meal within the state. Growth in the livestock industry combined with increasing transportation costs could change things.

"With the transportation costs for soybeans to be shipped to Indiana, Ohio and elsewhere for processing, and then shipping the meal back, it begins to make sense at some point to begin processing beans locally," Ferris said. "This plant would not be a long shot as far as I can see. The Kent Feeds plant located in Mason should also help to attract a potential soybean processing plant."

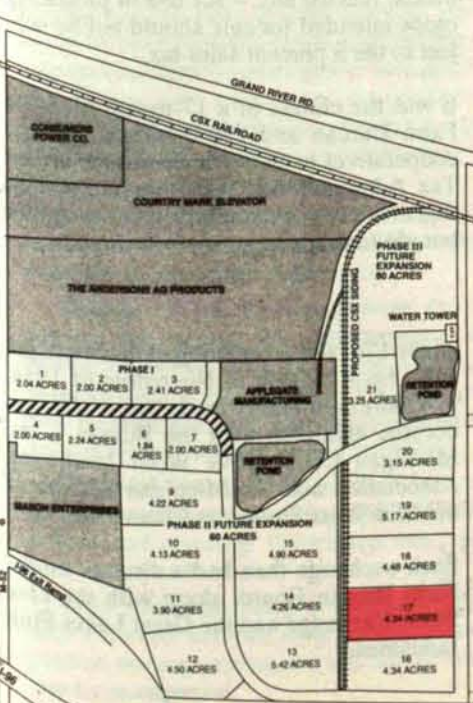
Although he declined to name any company specifically, Woloson did say his company is now working closely with "a major player" to build and operate the facility. He hopes that a positive decision will be made by year's end, and

actually have the facility built and in operation in time for the 1995 soybean harvest.

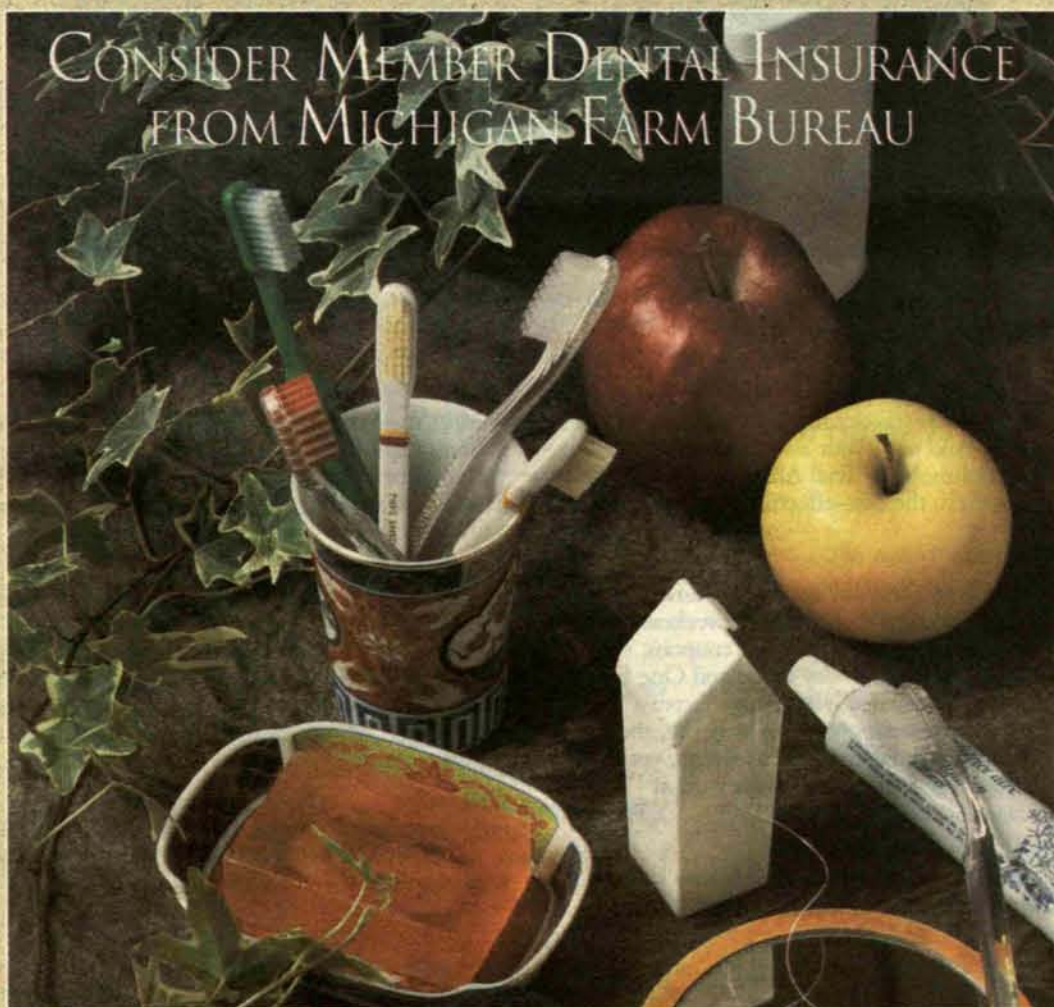
"This plant makes a lot of sense for the area and could certainly have major ramifications for the farm community in Michigan," Woloson said. "Not only is there a great advantage in regard to animal nutrition, but we think the pricing structure for soybeans will increase to the extent that there will be a sizeable switch-over from corn to soybeans in the state."



Webberville Business Park Proposed Site #17



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Membership Services
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Lansing, MI 48909

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Phone

County

10 EPA Minor Use Pesticide Proposal a Wakeup Call?

An Environmental Protection Agency proposal that could lead to the cancellation of at least 36 chemicals commonly used on fruits and vegetables could provide needed momentum for reform of the nation's food safety laws, according to Ken Nye, director of commodity activities and research for Michigan Farm Bureau.

"While we do have a very good food safety system, there are some reforms that are necessary, especially in the area of determining risks versus benefits," Nye said. "This EPA plan, if agreed to by industry groups and the federal court, provides a reasonable timetable that recognizes the technical complexity of reviewing chemicals as well as the absence of an imminent threat to human health."

The EPA proposed settlement agreement is in response to a petition which was filed by the National Food Processors Association (NFPA) in September 1992. The NFPA petition was filed in response to a suit by the state of California and the Natural Resources Defense Council (NRDC) to identify every pesticide that is a carcinogen and



EPA's most recent proposal could jeopardize 36 different minor-use pesticides depended on by Michigan fruit and vegetable producers.

that may concentrate in processed food, and revoke both the raw and processed food tolerances for such pesticides.

Although the proposed settlement agreement is being hailed as a major victory by the NRDC, it is important to note that the

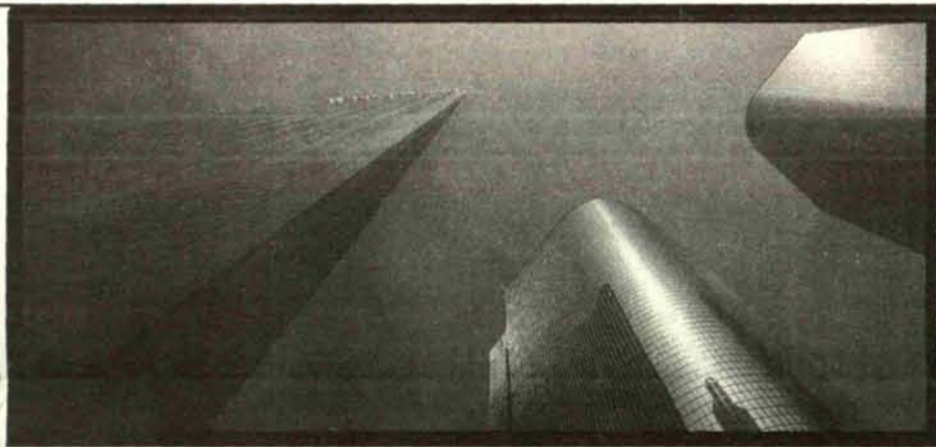
settlement agreement will not take effect until it is accepted by the U.S. District Court and the NFPA.

This determination may not be made until January, 1995. If accepted, EPA will begin reviewing pesticide tolerances within six months and make final decisions on initial revocations of tolerances within 18 months. Additional reviews and tolerance revocations are scheduled to occur within five years of the agreement.

At this time, it is unclear how the proposed settlement agreement will affect the use and cancellation of agricultural pesticides. Already, strict interpretation of the Delaney Clause by EPA is expected to result in the loss of many pesticides which are essential for the production of agricultural commodities.

In spite of the NRDC's efforts to use the proposed settlement agreement to generate a new food scare, there is no new information to support the claim that pesticide residues constitute a substantial health risk. A Farm Bureau-supported food safety reform bill that reforms the Delaney Clause has attracted over half of the members of the U.S. House as cosponsors.

Nye said Michigan farmers could be affected if the EPA bans chemicals used on fruits and vegetables. "We have many minor crops that depend on these crop protection tools. If we lose some of those, it will be one more arrow out of our quiver of control measures that we use to battle insects. In some cases, we have very few alternatives left," he said.



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Looking Back



60 Years Ago.....

A highlight for the Michigan State Farm Bureau in 1934 was winning a court suit to exempt farm supplies from sales tax. The decision by Judge Leland W. Carr of the Ingham Circuit Court meant from a \$500,000 to \$1 million savings in sales taxes on the production supplies in dispute.

Judge Carr ruled that sales of merchandise to farmers -- seeds, feeds, fertilizers, insecticides, fungicides, machinery, implements, fences, etc. -- for use in producing crops intended for sale should not be subject to the 3 percent sales tax.

It was the climax of a 17-month effort by Farm Bureau and 180 associated farmer cooperatives to convince the state Board of Tax Administration that farmers are entitled to sales tax exemption on farm supplies bought to produce goods for sale.

At the 17th annual meeting of the Michigan State Farm Bureau in November of 1934, two more commodity marketing exchanges became affiliated with the Bureau -- the Michigan Cooperative Wool Marketing Association and the Michigan District of the Mid-West Producers Creameries, Inc.

Each exchange then had a director on the Farm Bureau Board, along with the Live Stock Exchange and the Great Lakes Fruit Industries.

KBS Dairy Operation Using New Tricks for an Old Problem

This Farm's Non-Antibiotic Mastitis Treatment Program Hasn't Lost a Cow or a Quarter in Four Years!

Ask any dairyman about the downside to dairy farming and mastitis control is sure to rank as one of the biggest headaches they deal with on a regular basis. A non-antibiotic program that's been refined over the years at Michigan State University's Kellogg Biological Station (KBS) dairy farm is catching quite a bit of interest, both locally and nationally.

Dissatisfaction with conventional antibiotic treatments, combined with the fear of a treated cow ending up in the tank spurred the dairy manager of the 150-cow herd to begin looking for alternatives. Between 1984 and 1990, the herd generally had 10 to 20 subclinical cases and two clinical cases of mastitis per month, with a somatic cell count that ran between 200,000 and 400,000. But things changed in 1990.

According to KBS Dairy Manager, Rob Ashley, their mastitis control program hasn't included antibiotics in four years - without exception. With a three times per day milking schedule, the current rolling herd average is at 25,500 pounds of milk, 833 pounds of fat, and 780 pounds of protein, and the somatic cell count now runs between 100,000 and 250,000 throughout the year. Normal dry-cow treatment is administered at drying off.

"From our perspective, as far as success goes, we haven't culled any cows for mastitis and we haven't lost any quarters due to mastitis," Ashley explained. "It's also important to realize that we're talking about environmental forms of mastitis - usually strep uberis or coliform. If I had a staph problem, I wouldn't treat them - I'd get rid of them."

The treatment begins with a diagnosis and classification of either mild clinical or severe clinical. Cows diagnosed as a mild case with just a few flakes are given 40 units of oxytocin at the end of each milking to allow for a complete milk



The use of a hypertonic saline solution IV results in the cow consuming large quantities of fresh water to help battle mastitis infections.

out. The treatment is maintained until the symptoms go away, generally in two to three days. The success rate is about the same or better than traditional antibiotic therapy, according to Ashley.

In severe cases, Ashley prescribes the oxytocin and complete milk-out six times per day, complemented with an anti-inflammatory drug, and an IV of hypertonic saline solution, which is really nothing more than salty seawater. The hypertonic saline is what makes the cow a "sponge" and makes the treatment so effective, says Ashley.

The success rate? Excellent, says Ashley, with an average turnaround of just three to four days, and little if any loss in production. "With these severe cases, there's no better treatment that I know of - absolutely none better," he said. "We had a case where a cow went from 106 pounds of milk down to 6 pounds. Four days later she was back at 90 pounds, and on the

following month's test she was at 110 pounds. It was like nothing had ever happened."

It's important to note that the hypertonic saline solution is not your normal saline solution points out Ashley, since the hypertonic saline solution is approximately 8 to 9 percent salt. More importantly, when using a hypertonic saline solution, it's critical that the cow drinks at least six gallons of fresh water voluntarily soon after the treatment to avoid salt poisoning.

"We've known for a long time that the best way to treat the endotoxic shock and dehydration is large volumes of fluid IV," Ashley said. "What we're trying to do is to reduce the inflammation, suppress the immune system, reduce the fever, and rehydrate - in other words, provide support therapy. But we let her own immune system do the battle with the bugs."

Ashley and others were originally looking for a way to suspend 40 liters of normal saline to infuse into the cow over a long period of time

- not very practical in a freestall barn. And, if a cow's system has shut down, forcing water into her stomach would do no good either says Ashley. That's when they hit upon the idea of the hypertonic saline solution.

"The hypertonic saline makes the cow's internal body salty, so you have osmotic pressure which makes her thirsty," Ashley explained. "They'll typically drink 10 gallons in one sitting."

Just how fast does the treatment react? Ashley said that the first time he tried the hypertonic saline solution, he had two five-gallon pails of fresh water sitting nearby as a precautionary measure. "Halfway through the IV, the cow smelled the water and started to go nuts," he said. "Now I just make sure that they get to a water fountain after the treatment, which has never been a problem in the four years we've used the program."

Early detection and aggressive treatment are a high priority with Ashley. As a rule, anytime a cow is down more than 10 pounds of milk in any one milking, a California Mastitis Test (CMT) is conducted. If the CMT shows an infection, treatment is started immediately. This procedure gives Ashley about a 12-hour jump on treatment, since the normal symptoms are slower to develop.

"From our records, the milking just prior to when the symptoms appear is when the cow has the big production drop," Ashley said. "By the following milking, she'll be close to zero on production and you're going to have something disgusting coming out of that quarter. It's not too late at that point, but early intervention is superior."

In addition to removing the potential of a treated cow ending up in the tank, the KBS mastitis program is also very economical, with a total average cost of \$17 for severe cases (\$6 for the hypertonic saline, \$10 for the anti-inflammatory, and approximately \$1 for the oxytocin).

continued on page 13 see
KBS Mastitis Treatment Program

AMAP Helping to Plan for Now and the Future (continued from page 7)

Tactics:

In the final phase of the workshop, participants learn to develop a tactical plan and "to do" lists. The tactical plan provides a road map of activities to be done to meet the short-term goals. Written "to do" lists can be shared with family and employees, and act as a reminder and monitor toward reaching a goal.

Participants review the case of an example farm, and create a tactical plan and "to do" lists. They then do this for their own farm business.

What Happens After the Introductory Workshop?

After finishing the Introductory Workshop, Extension agents will be visiting producers regularly to help them in reaching their goals.

Producers may want to learn ways of improving specific areas in their business. The supplemental workshops, which have the Introductory Workshop as a prerequisite, were developed to deal with major areas of concern to agricultural business managers. Producers can identify options based upon a total farm systems approach.

Human resource management and financial management are two of the supplemental workshops offered this winter to producers.

Human resource management deals with the best methods for farm managers of finding, employing, motivating and retaining people on the farm. Participants look at how their own management style may influence what types of people work best in their business.

Financial management is broken into two options: accounting principles, and financial analysis and planning. Participants can take either option, or both.

Other workshops being developed include dairy and swine analysis, dairy feeding, swine nutrition, manure systems, and information systems for management.

Table 2.
Scheduled AMAP Supplement Workshops*

Type of Farm	Dates*	Coordinating Agent
East Central Region		
Human Resources Management	March 1, 8, & 15	Joe Shaltry - Saginaw County 705 Adams St. Saginaw, MI 48602-2192 Phone: (517) 799-2233
Human Resources Management	March 9, 16, & 23	Joe Shaltry - Saginaw County 705 Adams St. Saginaw, MI 48602-2192 Phone: (517) 799-2233
Northern Region		
Financial Management	(Dates to be set)	Gerry Linquist - Osceola County Courthouse P.O. Box 208 Reed City, MI 49677-1149 Phone: (616) 832-6139
Southwest Region		
Human Resources Management	Feb. 21, 28 & March 7	Ron Green - Hillsdale County 20 Care Dr. Hillsdale, MI 49242 Phone: (517) 439-9301
Financial Management	March 9, 16, & 23 (Basic Accounting); March 30 & April 6 (Financial Analysis and Planning)	Roger Betz - Calhoun County County Building 315 W. Green St. Marshall, MI 49068-1585 Phone: (616) 781-0784
West Central Region		
Human Resources Management	Feb. 16, 23, & March 2	George Atkeson - Montcalm County 617 N. State Rd., P.O. Box 308 Stanton, MI 48888-0308 Phone: (517) 831-5226

* Depending upon interest, other workshops may be scheduled. Check with your local Extension agent for workshops near you.

* In some cases, the dates may need to be rescheduled.

Producers Give AMAP Positive Reviews

The AMAP concept has been reviewed by leaders from the agricultural industry. There is strong support from these leaders, and they feel AMAP is the type of Extension program that will help keep Michigan agriculture prosperous and healthy.

Producers participating in AMAP introductory workshops also had positive comments. These producers evaluated the program and had the following comments:

"I felt it was good for us to focus more on the future -- and all the decisions that will need to be made. Also, it (AMAP) helps with even everyday decisions." -- Pam Vanderwal, Missaukee County

"I've learned that setting a time and date for goals is important. Long term and short term goals should be kept separate." -- Jim Hardy, dairy producer, Ionia County.

"AMAP gave us a better perspective on why we're farming and where to go as we head into the future. It opened our eyes to direction and options available for our operation." -- Darren Haines, dairy producer, Gladwin County.

Locations of AMAP Workshops This Winter

This winter, there will be AMAP sessions held in several areas of Michigan. Each AMAP session focuses on a particular agricultural operation. Table 1 on page seven indicates the location, species and dates for the scheduled introductory workshops. Table 2 indicates the scheduled supplemental workshops available. If you have a desire to attend one of these, please

12 1994 General Election Endorsements By Michigan Farm Bureau AgriPac Committee - Make Your Vote Count November 8

Following are the candidates designated as "Friends of Agriculture," by the Michigan Farm Bureau AgriPac Committee. The designation constitutes an election endorsement for the Nov. 8, 1994 General Election.

U.S. SENATE

Spencer Abraham (R-Auburn Hills)

U.S. HOUSE OF REPRESENTATIVES

DISTRICT

- 1 Gil Ziegler (R-Williamsburg)
- 2 Peter Hoekstra (R-Holland)
- 3 Vern Ehlers (R-Grand Rapids)
- 4 Dave Camp (R-Midland)
- 6 Fred Upton (R-St. Joseph)
- 7 Nick Smith (R-Addison)
- 8 Dick Chrysler (R-Brighton)
- 9 Megan O'Neill (R-Clarkston)
- 11 Joe Knollenberg (R-Bloomfield Hills)
- 12 George Pappageorge (R-Troy)
- 13 John Schall (R-Ann Arbor)

GOVERNOR

John Engler (R-Mt. Pleasant)

SUPREME COURT (Nonpartisan)

Richard Griffin (Traverse City)
Elizabeth Weaver (Glen Arbor)

SECRETARY OF STATE

Candice Miller (R-Mt. Clemens)

ATTORNEY GENERAL

John Smietanka (R-Ada)

STATE BOARD OF EDUCATION

Clark Durant (R-Grosse Pointe)
Sharon Wise (R-Owosso)

MSU BOARD OF TRUSTEES

Joel Ferguson (D-Lansing)
Don Nugent (R-Frankfort)

STATE COURT OF APPEALS

(Nonpartisan)

DISTRICT

- 3 Richard Bandstra (Grand Rapids)
- Michael Flynn (Muskegon)
- William Forsyth (Grand Rapids)
- Dawn Krupp (Grand Rapids)
- 4 Peter O'Connell (Mt. Pleasant)

STATE SENATE

DISTRICT

- 7 Christopher Dingell (D-Ecorse)
- 9 Robert Geake (R-Northville)
- 11 Gilbert DiNello (R-Clinton Township)
- 12 Doug Carl (R-Mt. Clemens)
- 13 Michael Bouchard (R-Birmingham)
- 17 Sharon Miller (R-Newport)
- 19 Phil Hoffman (R-Horton)
- 20 Harry Gast (R-St. Joseph)
- 21 Dale Shugars (R-Portage)
- 22 William VanRegenmorter (R-Hudsonville)
- 23 Joanne Emmons (R-Big Rapids)
- 24 John Schwarz (R-Battle Creek)
- 25 Marie Martell (R-East Lansing)
- 26 Mike Rogers (R-Howell)
- 27 Dan DeGrow (R-Port Huron)
- 30 Glen Steil (R-Grand Rapids)
- 31 Dick Posthumus (R-Alto)
- 32 Leon Stille (R-Spring Lake)
- 33 Jon Cisky (R-Saginaw)
- 34 Joel Gougeon (R-Bay City)
- 35 Bill Schuette (R-Midland)
- 36 George McManus, Jr. (R-Traverse City)
- 37 Walter North (R-St. Ignace)
- 38 Don Koivisto (D-Ironwood)

STATE HOUSE OF REPRESENTATIVES

DISTRICT

- 1 William Bryant, Jr. (R-Grosse Pointe Farms)
- 8 Ilona Varga (D-Detroit)
- 9 Carolyn Kilpatrick (D-Detroit)
- 21 Deborah Whyman (R-Canton)
- 23 Vincent Porreca (D-Trenton)
- 25 Robert DeMars (D-Lincoln Park)
- 26 Tracey Yokich (D-St. Clair Shores)
- 30 Sue Rocca (R-Sterling Heights)
- 31 James Tignanelli (R-Fraser)
- 33 Alvin Kukuk (R-Macomb)
- 38 Willis Bullard, Jr. (R-Milford)
- 39 Barbara Dobb (R-Commerce Township)
- 40 John Jamian (R-Bloomfield Hills)
- 44 David Galloway (R-White Lake)
- 45 Penny Crissman (R-Rochester)
- 46 Tom Middleton (R-Ortonville)
- 47 Sandra Hill (R-Montrose)
- 50 Bruce Rider (R-Grand Blanc)
- 51 Candace Curtis (D-Swartz Creek)
- 52 Martin Straub (R-Chelsea)
- 53 Renee Birnbaum (R-Ann Arbor)
- 54 Kirk Profit (D-Ypsilanti)
- 55 Beverly Hammerstrom (R-Temperance)
- 56 Don Maletich (R-Monroe)
- 57 Tim Walberg (R-Tipton)
- 58 Michael Nye (R-Litchfield)
- 59 Glenn Oxender (R-Sturgis)
- 60 Jackie Morrison (R-Kalamazoo)
- 61 Charles Perricone (R-Kalamazoo)
- 62 Eric Bush (R-Battle Creek)
- 63 Don Gilmer (R-Augusta)
- 64 Kathy Schmaltz (R-Jackson)
- 65 Clyde LeTarte (R-Horton)
- 66 Susan Munsell (R-Howell)
- 67 Dan Gustafson (R-Williamston)
- 68 Linda Ploeg (R-Holt)
- 71 Frank Fitzgerald (R-Grand Ledge)
- 72 Walter DeLange (R-Grand Rapids)
- 73 Jack Horton (R-Belmont)
- 74 Ken Sikkema (R-Grandville)
- 78 Carl Gnodtke (R-Sawyer)
- 79 Bob Brackenridge (R-St. Joseph)
- 80 James Middaugh (R-Paw Paw)
- 81 Terry London (R-Marysville)
- 82 Karen Willard (D-Algonac)
- 83 Kim Rhead (R-Sandusky)
- 84 Mike Green (R-Mayville)
- 85 Clark Harder (D-Owosso)
- 86 Alan Cropsey (R-DeWitt)
- 87 Terry Geiger (R-Lake Odessa)
- 88 Paul Hillegonds (R-Holland)
- 89 Jon Jellema (R-Grand Haven)
- 90 Jessie Dalman (R-Holland)
- 91 Paul Baade (D-Muskegon)
- 93 Gary Randall (R-Alma)
- 94 Mike Goschka (R-Brant)
- 96 Roland Jersevic (R-Saginaw)
- 97 Howard Wetters (D-Kawkawlin)
- 98 James McNutt (R-Midland)
- 99 Jim McBryde (R-Mt. Pleasant)
- 100 John Llewellyn (R-Fremont)
- 101 Bill Bobier (R-Hesperia)
- 102 John Gernaat (R-McBain)
- 103 Tom Alley (D-West Branch)
- 104 Michelle McManus (R-Lake Leelanau)
- 105 Alan Lowe (R-Grayling)
- 106 Beverly Bodem (R-Alpena)
- 107 Pat Gagliardi (D-Drummond)
- 108 David Anthony (D-Escanaba)
- 110 Stephen Dresch (R-Hancock)

Engler Headlines MFB "Friends of Agriculture" Endorsements

continued from page 1

These gains didn't come easily, nor will they continue without careful planning. We must keep the size of government under control, and government must stay out of the way of entrepreneurs -- including farmers -- who are running businesses. By cutting red tape, keeping taxes low, and controlling government spending, Michigan can continue its economic resurgence.

Q. What do you consider the biggest problem facing Michigan agriculture in the next five years?

A. The biggest problem facing Michigan agriculture is burdensome and unnecessary environmental regulation. A clean environment and a healthy, safe food supply are in the best interest of all citizens of Michigan. However, many environmental regulations prove costly to agriculture and pay no heed to the concerns of farmers.

I have proposed an environmental policy based on relative risk, sound science and

Nugent Seeking MSU Trustee Seat

continued from page 1

The Extension Service needs to continue emphasis on the food industry, according to Nugent. "The Extension Service is unique and it's set up in every county. It provides a means of communicating throughout the state with everyone, and so it offers Michigan State a real asset base. But we should not lose the importance of agriculture in that base and have that diluted away so that agriculture gets lost."

Nugent suggested that there needs to be a little work done in public relations to improve and maintain the stature of the board and the university. He believes that members of the MSU Board of Trustees should set policy and hire, assist and evaluate the president of the university who in turn must be allowed to select his people.

"Board members should not cross over that line," Nugent advised. "I think it's important that we bring back the pride and the confidence of the people in the board of trustees at Michigan State University. It should be a board that's very well respected, because it's made up of some very, very fine individuals, each in his and her own right."

Nugent said that with agriculture consisting of a \$40 billion a year industry in our state, farmers have every right to insist they're represented on the board of trustees so that MSU stays focused on the land grant philosophy and the entire food industry.

pollution prevention. I support programs that provide farmers technical assistance as well as research and development of new technologies to give farmers the tools to be productive and profitable.

Q. Why do you want to serve a second term as the governor of Michigan?

A. I'm proud of the many historic accomplishments during my first term. Today employment is at an all time high in the state of Michigan. Taxes are lower, and we have restrained the runaway state budget. All of this was accomplished while we eliminated a \$1.8 billion deficit inherited from the previous administration.

I want a second term as governor because I don't believe the job is done. We must

continue reducing red tape and regulation on business to continue the new job growth. We must continue controlling the growth of government in this state so that we don't return to the days of high taxes and runaway spending.

We must continue to improve our schools as well. While we have put a more secure and equitable funding system in place, we must focus our attention on improving the quality of education in Michigan.

Despite our achievements, there are many tasks that need to be accomplished to guarantee that Michigan leads the nation with the most jobs, the best schools, and the most effective government in America. That's why I'm running for a second term.

A Quick Refresher on the November 8 Ballot Issues

MFB has announced its position on three of the four proposals that will appear on the Nov. 8 ballot. MFB supports a "yes" vote on Proposal C, the referendum to amend Michigan's auto insurance laws and a "yes" vote on Proposal B, the proposal to limit criminal appeals.

The organization is urging a "no" vote on Proposal A, which would convene a Michigan constitutional convention. MFB is neutral on Proposal P, which would establish a Michigan State Parks endowment fund. Below, you'll find the exact ballot language for the three ballot proposals that MFB has taken a position on.

PROPOSAL A:

A PROPOSAL TO CONVENE A CONSTITUTIONAL CONVENTION FOR THE PURPOSE OF DRAFTING A GENERAL REVISION OF THE STATE CONSTITUTION

Shall a convention of elected delegates be convened in 1995 to draft a general revision of the state constitution for presentation to the state's voters for their approval or rejection?

YES NO

Proposal B:

A PROPOSAL TO LIMIT CRIMINAL APPEALS

The proposed constitutional amendment would restrict a criminal defendant who pleads guilty or nolo contendere (no contest) from appealing his or her conviction without the permission of the court. Currently, someone who pleads guilty or no

contest to a crime has the automatic right to appeal. Should this proposal be adopted?

YES NO

PROPOSAL C:

A REFERENDUM ON PUBLIC ACT 143 OF 1993--AN AMENDMENT TO MICHIGAN'S AUTO INSURANCE LAWS

Public Act 143 of 1993 would:

1. Reduce auto insurance rates by 16% (average) for six months for policy holders reducing personal injury (medical) insurance to \$1 million. Extra coverage made available at added cost.

2. Permit Insurance Commissioner to waive company's obligation to reduce rates if statutory formula would be in excess of 1989-1992 state average.

3. Place limits on personal injury (medical) benefits.

4. Limit fee paid to health care providers.

5. Limit right to sue by setting higher standards for the recovery of damages for "pain and suffering" and prevent uninsured drivers and drivers over 50% at fault from collecting damages.

6. Allow rate reductions for accident-free driving with the same insurer. Should the law be approved?

YES NO

Survey Shows 63 Percent of CRP Ground Will be Put in Production 13

Farmers nationwide plan to return 63 percent of the acreage now in the Conservation Reserve Program (CRP) to crop production, a new survey by the Soil and Water Conservation Society (SWCS) shows. This is up from 53 percent, according to a previous survey by SWCS, conducted in 1990.

Farmers also plan to keep 23 percent of CRP land in grass for hay or for grazing; 4 percent in trees for commercial wood products; 2 percent in grass or trees for wildlife; 3 percent in grass or trees with no anticipated use; and sell 3 percent.

These responses were based on the assumption that crop prices would remain the same as they were in late fall 1993. Higher prices would lead farmers to return even more land to crop production — up to 78 percent. Lower prices, on the other hand, could mean that as little as 58 percent would be returned to crops.

The new survey asked farmers how they would react to nine different post-policy options: the response rate was a high 68 percent. The survey had two purposes: to

determine what plans contract holders might have for the use of their CRP acres once the contracts expire, and to determine what incentives contract holders would accept as a means of keeping their more fragile CRP acres out of crop production.

Results of this latest survey clearly confirm some of the findings from the earlier (1990) survey; other findings are at odds with the previous survey.

Key Findings

- It appears that contract holders will return more of their CRP acres to crop production and keep fewer acres in grass or trees.
- There is apparently only limited interest in keeping CRP acres in grass for haying and grazing purposes.
- Contract holders expressed relatively little interest in most post-contract policy options other than contract extensions.
- About a quarter of all CRP acres will apparently revert to crop production following contract expiration, regardless of the options offered to continue in the CRP or a CRP-type program.

The survey was funded by three USDA agencies (Economic Research Service, Soil Conservation Service, and the Forest Service) and by the U.S. Environmental Protection Agency.

Copies of the survey results, *The Future Use Of Conservation Reserve Program Acres; A National Survey of Farm Own-*

ers and Operators, may be obtained from the Soil and Water Conservation Society, 7515 NE Ankeny Road, Ankeny, Iowa 50021-9764, telephone 1-800-THE-SOIL (1-800-843-7645), extension 19, or (515) 289-2331; fax (515) 289-1227. The price is \$15 for members and \$19.50 for non-members.

Hard Part of USDA Reorganization Awaits

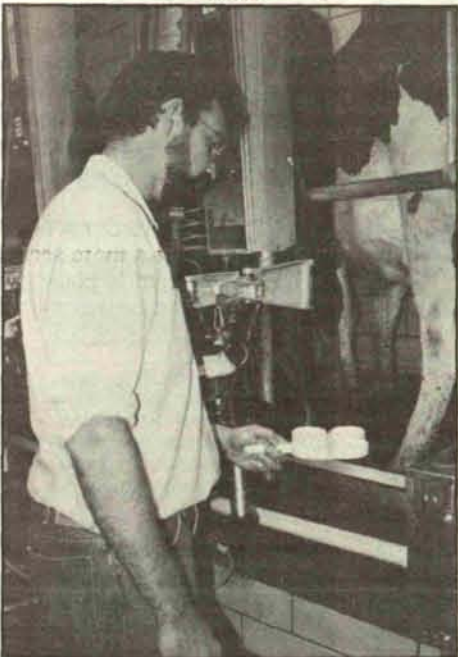
Although it took more than a year for Congress to pass a bill reorganizing the Agriculture Department, the hard part of USDA reorganization is just beginning, according to an *Associated Press* story. Why? Forty-three agencies must be trimmed to 29, and USDA will have to unveil its contentious list of 1,100 field offices slated for merger or closing.

Richard Rominger, deputy secretary of USDA, said some reorganization at USDA headquarters has started. Officials say that farmers should get better service under a new consolidated Farm Service Agency, which will handle areas currently addressed by three separate agencies. Also to be established is a new, independent National Appeals Division, which will hear farmers' appeals of adverse agency rulings.

Meanwhile, Republicans on the House Agriculture Committee say the reorganization bill is flawed in that it creates a bigger farm service bureaucracy and favors environmentalists over farmers. "This is a topic that will doubtless be the subject of intense oversight by the House Committee on Agriculture," said Rep. Pat Roberts (R-Kan.), the top minority member of that committee.

KBS Mastitis Treatment Program

(continued from page 11)



KBS Dairy Manager, Rob Ashley, pulls out the CMT paddle anytime a cow's production is down more than 10 pounds for early detection and treatment of mastitis.

The non-antibiotic treatment program also leaves open the option of salvaging the cow for meat if treatment is not successful. However, that's an option that Ashley has never had to exercise in the four years he has been on the program.

Ashley credits milking three times a day also in reducing the incidence and severity of mastitis. In severe cases, cows are milked before the rest of the herd, and again after the milking is completed. "Bacteria grow in a geometric type pattern, and if you're milking that cow every eight hours as opposed to 12, the bacteria has a shorter amount of time to meet that level of growth where it becomes a problem," he said.

Proper bedding material is a must as well, says Ashley, who prefers to use sand on high risk cows. Although straw is used on the rest of the herd because of a liquid manure system, Ashley would prefer to use sand on the entire herd. Next best after sand are mattresses filled with chopped rubber, says Ashley, since they're inorganic and won't support life, and they provide cushion for the cow.

Before attempting to implement a similar treatment program on your farm, Ashley advises producers to consult with their veterinarian, and do it before you have a severe case of mastitis.

"It's like anything else, if you wait until you have three legs sticking up in the air, you've waited too long. If you're going to try it, you've got to do it in a timely fashion just like any other disease treatment or you'll be dissatisfied with the results," Ashley concluded.

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STATEWIDE BUILDINGS: Custom built pole barns, garages, gambrels, cattle barns, cement work. Free estimates! Call 1-800-968-6699. Licensed and insured! Ask for Ken.

13 Business Opportunities

ATTENTION Developers: 19 subdivision 166' frontage lots. 200' lot on South Van Dyke. Water, sewer, gas. City of Bad Az. By owner! Call 1-517-269-8225.

FOR SALE: Year round produce market with Deli & Greenhouse. Also market does some wholesale. Great potential! **Frankenmuth.** Call 1-810-793-4907.

ONE OF THE FASTEST growing telecommunications company in American, needs you. Terrific opportunity for aggressive self starters. Be your own boss. Training provided! Call 1-517-773-7484.

14 Real Estate

241 ACRES WITH 213 acres tillable. A very good bottom farm with drainage ditch to control the water table. Has 28,000 bushel grain storage. A very good specialty crop farm. Located north of Coldwater, Michigan. Priced to sell at \$900 per/acre. Call **Don Leis** for details. 1-800-878-5751

COOPERSVILLE, Michigan. Dairy farm, 80 acres, 5 bedroom ranch with walkout basement (18 years old), 84x176 and 48x96 barn, 5 silos. Call **Gary** 1-616-453-0817. No Sundays.

MICHIGAN MUSHROOM Farm. Owners retiring. 62 acres, 48,000 square foot building, fully equipped, turn-key. Must see! Financing available. Southeastern Michigan. Contact: **Dennis Oster, Agent,** P.O. Box 271, St. Clair Shores, MI 48081. 1-810-775-7990.

SEED PROCESSING equipment for sale from former **Stanton Seed Company.** Excellent running condition! Or buy complete business with building/equipment. Call 1-517-831-8317, Stanton.

WE HAVE CASH BUYERS for farmland in northwest Michigan. Call **Ron McGregor** for details. 1-616-929-1515 or 1-616-947-6211 evenings. **Northern Michigan Land Brokers,** Traverse City

15 Real Estate Wanted

HUNTING LEASES WANTED: 80 acre parcels or larger, anywhere in Southern Michigan. 5,000 acres needed by 10-1-94. First come, first served! 1-616-561-2994, Monday-Friday, 8am-5pm.

17 Auctions

K & K AUCTION SERVICES Providing auctions statewide for:

ANTIQUES BUSINESSES FARM HOUSEHOLD REAL ESTATE We also purchase Antiques, one piece or full estates. CALL NOW for spring and summer sales. 1-810-227-8040.

19 General

\$500 REWARD for the return of or for information leading to the return of a Doda Manure pump. Painted orange. **Plummer Supply, Inc.** 1-800-632-7731

BEAUTIFUL SCOTCH PINE Christmas Trees (5' to 7' tall), \$8, cut and wrapped. Quantity discount and Fund Raising Plan. Wholesale and resale. Call 1-517-866-2515.

BUILDINGS: Canceled orders. Two Quonset Steel Arch Buildings, 41'x78' and 51'x90. Selling for balance owed. Brand new! Call **Larry** at our factory, 1-800-866-2534. Serious inquiries please. **Arch Building Systems, Inc.**

DEBT RESTRUCTURING: 8 years practice representing Michigan family farmers. Specializing in reorganization! Experienced in many agricultural issues, including PA116 requests. **Attorney Daniel Kraft,** 1-517-485-8885.

FOR SALE: One Class A Share of stock in the Scottish Hills Club located in Gladwin County. This entitles you to a building site, hunting and fishing rights. 1-517-426-4902.

INTRODUCTORY OFFER: \$60 per ton; animal bedding made from recycled newspaper, chopped not shredded. More absorbent-less flies-less odor. 70# bales. **Clean Future** 1-517-876-6051 **Turner, MI**

Mineral Owners Gas/Oil: Investor interested in purchasing, producing royalty income for immediate cash. Prefer Antrim gas. Other formations considered. Call **Jay,** 1-800-968-7645.

HARDY OUTSIDE WOOD FURNACE: Worlds #1 seller. All stainless steel construction. Heats home, hot water tank, pools. Eliminates fire danger, inside mess, odor. 1-800-743-5883 **Jamboree Acres Distributors**

PRESSURE TREATED fence posts, hi-tensile fence supplies. Installation crew available. **Nevill Supply** 1-517-386-3517 1-517-386-2382

19 General

SAWDUST DELIVERIES: Nice animal bedding. Also, tri-axle truck with driver for lease for grain hauling or ? 600 bushel. Call 1-616-696-1421. **Rockford,** Michigan.

STRAW CHOPPERS: We rebuild and balance. Some exchanges. We stock chopper parts. **ENGINE REBUILDING** our specialty. Auto-Truck-Tractor-Antique-Continental-Kohler-Onan-Wisconsin engine dealer.

HART'S AUTO PARTS Cecil, Ohio 419-399-4777

BUNDLE INN B&B, Tustin, MI. Come and stay with us for a wonderful relaxing time here in our home and our 80 acres. 1-616-829-4148

WATER SYSTEM: Chlorinator filter tanks for well. Excellent condition, \$150. Call 1-313-782-9458. Ask for **Mary Lou.**

WHOLESALE CHRISTMAS trees: Blue and white spruce. Also Douglas Fir. Volume discounts! Call 1-616-271-3543 weekends or weekdays after 6pm.

PROFESSIONAL HOOF trimming: Statewide! Over 14 years experience. Prices start at \$7. Call **Norman Beale** 1-616-775-0488

20 Wanted to Buy

BUYERS OF STANDING timber and veneer logs. **Devereaux Sawmill, Inc.** Pewamo, MI. Call 1-517-593-2552.

CASE TRACTOR DC-4, S-4, D1, S1, LA1 and flange type magnets for same. Leave message! 1-517-766-8242. P.O. Box 27, Posen, MI 49776.

Central Michigan Metals Buyers of all grades of scrap metal. Call **Kevin Ferguson,** 1-517-386-2409 or 1-800-835-1170. 1215 East Maple Road, Clare, MI 48617

WANTED: Old motorcycles, snowmobile and off road vehicles. 1965 and older. Call **JD,** 1-517-676-0583.

WANTED TO BUY: Older farm tractors. Good or not worth repairing. Call **Wayne Shinabery,** 1-517-448-8469 evenings

21 Special Events

HAUNTED MILL of Greenville open at dusk tonight and every night through Halloween. Michigan's largest most terrifying attraction. We dare you to enter! 1-616-754-0044.

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Walt Stafford Named MCA 1994 Cattle Businessman of the Year



Row 1: Gov. John Engler; Ken Dack; Jean Stafford, Bookkeeper; Walt Stafford, manager cattle enterprise; Lori Peters; Cindy (Stafford) and Katelynn Reisig; Jodi (Stafford) and Bobby Hamblin. Row 2: Shane Moyer; Steve Knapp; Jim Penny; W.J. Stafford, Jr., manager crop enterprise; and Mark Reisig.

Years of hard work, a sharp mind for the cattle business, a profitable operation and service to the cattle industry have paid off for Walt Stafford of Richland. He and his family were honored recently by the Michigan Cattlemen's Association as the MCA 1994 Cattle Businessman of the Year.

Stafford got his start in farming when his parents, Ives and Harriet, bought 40 acres on the corner of East CD Avenue and North 35th Street in Richland, Mich. By the time he graduated from high school, Stafford was renting 200 acres in addition to farming the 40 acre homestead. In 1968, Walt and wife, Jean, purchased the 100 acre farm which sits midway down East CD Avenue.

During the early 60s, the Staffords raised holstein deacon calves. Eventually he worked into heavier weight colored cattle calves. Over the years, he has progressively expanded into feeding more cattle. A slotted floor facility was built in 1973 and the final facility addition was made with the purchase of a farm west of Richland in 1986. This last addition expanded the cattle enterprise by another 300 head to its current 1,200-head total capacity.

Stafford buys his own feeder calves with 80 percent purchased from the western U.S. at 500-600 pounds, with the balance coming from Kentucky as yearlings.

Using economical by-products, such as cereal from Kelloggs and corn screenings, Stafford also improves the bottom line by sorting and marketing fed cattle weekly. He's also pretty picky about only buying feeder cattle that will finish to meet the needs of the market.

In 1985, son, W.J., graduated from high school and worked aggressively in the farming business while completing the Michigan State University Agriculture Technology program, emphasizing in Power Tool Technology. W.J. and Walt are now farming together with W.J. managing the cropping enterprise, while Walt manages the cattle side of the operation.

The cropping enterprise consists of 3,000 acres, 700 acres owned and 2,300 acres rented from some 28 landlords. For the 1994 crop seasons, 1,800 acres are planted to commercial corn, 70 percent of which will be marketed, 700 acres to soybeans, 250 acres to wheat, 100 acres to sweet corn, 40 acres to string beans, and 100 acres to alfalfa. In order to reduce risk in the cropping operation, the operation has put 1,100 acres under irrigation through center pivots and travelers since 1986.

Stafford has been an active member of the beef industry for 25 years. He's active in MCA because he feels it's important for the industry to coordinate efforts, tailor regulations, identify and disseminate new information and to provide opportunities for sharing experiences and information with other producers.

Stafford has offered his assistance in various agriculture programs including passage of the national beef checkoff, Farm Bureau tour stop for their Consumer Awareness program, hosting bus loads of children, providing cattle for the MSU Livestock Judging Team to practice judging and providing farm tours for foreign visitors of the Upjohn Company. He's also an active participant in the Richland community serving on the Richland Fire Department and as a member of Richland Rotary.

Canada to Lift 30-Year Ban on U.S. Live Hog Imports

The Canadian government has taken the first step toward lifting a 30-year-old quarantine limitation on U.S. live hog imports, according to *Knight Ridder News*.

The formal consultation process on opening the border to U.S. live slaughter hogs could be completed within six months, said Dr. Bill McElheran, spokesman for Agriculture and Agri-Foods, Canada.

The aim of the process is to develop a consensus between Canadian pork producers and the meat-packing industry on how to prevent the spread of the hog disease, pseudorabies, McElheran said.

Canada is free of pseudorabies, a highly contagious hog virus, but many parts of the U.S. still experience outbreaks of the disease. The current 30-day quarantine, designed to prevent the spread of pseudorabies to Canadian hogs, effectively has banned U.S. live slaughter hog sales into Canada, said Martin Rice of the Canadian Pork Council.

Although Canada exports about 800,000 live hogs to the U.S. each year, no live U.S. slaughter hogs have been allowed into Canada since the early 1960s. However, the Canadian meat-packing industry is short of slaughter hogs and wants to import U.S. hogs to maintain throughput, Rice said.

For the past two years, the industry has worked with Agriculture and Agri-Food, Canada to develop a protocol that would allow the safe importation of live hogs for immediate slaughter from those states that have controlled pseudorabies successfully, Rice said.

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